

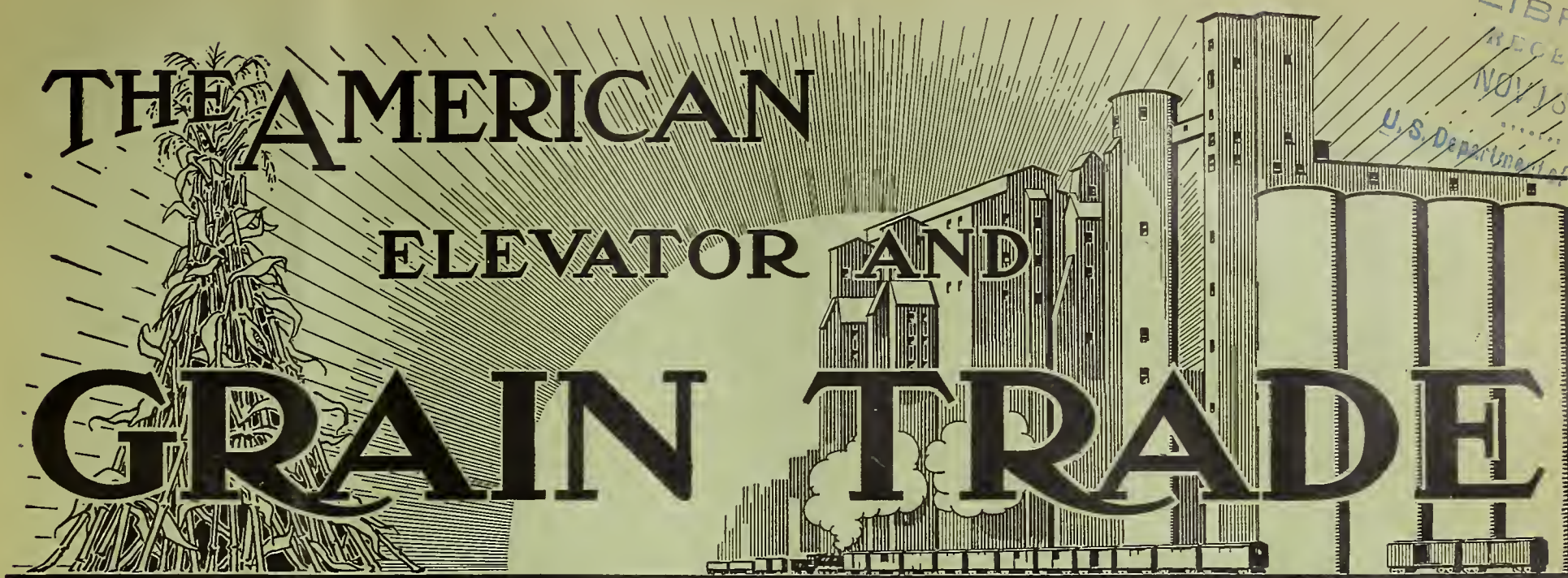
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"GRAIN ELEVATOR VS. COUNTRY BARN" IN THIS ISSUE



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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
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VOL. XXXV.

CHICAGO, ILLINOIS, NOVEMBER 15, 1916.

No. 5

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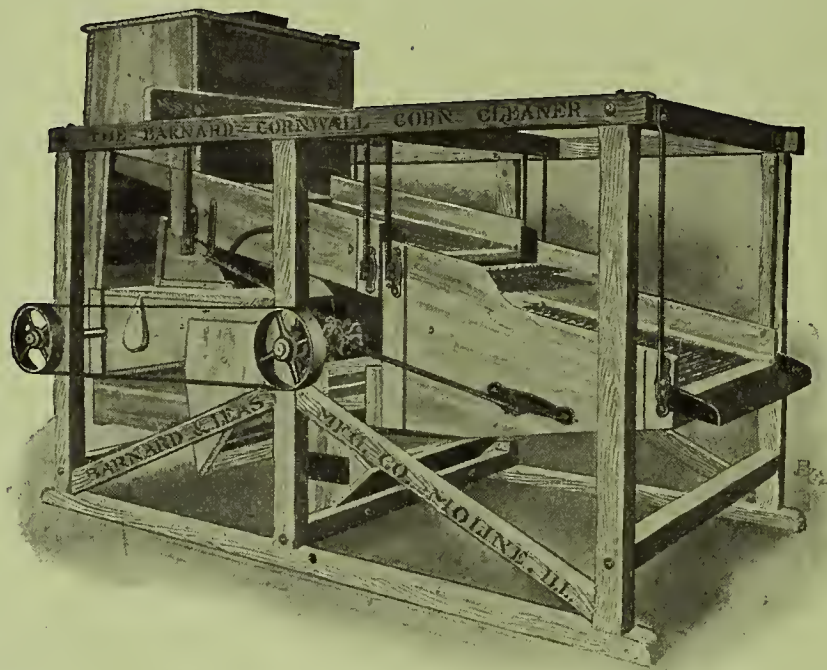
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Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counter-balanced shaker, two air separations and the latest style feeder.

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Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

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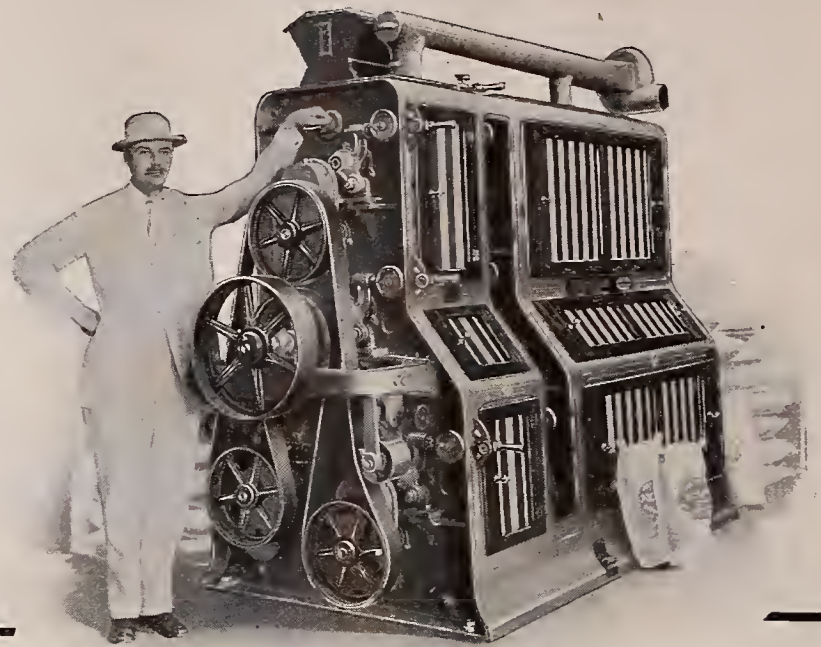
Send us samples of any seed you may have to sell.

And Don't Forget to

Write for samples and quotations on new crop seed when you are in market as buyers. We have ample stocks, insuring immediate shipments at close prices.

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### 8,000 Out of 12,000 Long-System Millers Should Take These FACTS to Their BANKERS

Long-System Millers, Investors, Bankers and Hundreds of Owners Proving the Sound Basic, Economic Proposition of Quick-Process Community Flour Making with the Complete

## American (Midget) Marvel SELF-CONTAINED Flour Mill

It is no secret to thousands of long-system flour millers that the equipment they have, in many cases, is out-of-date, worn-out, unprofitable.

They are hardly making ends meet. They would be glad to put in a more profitable outfit but they have not yet made up their minds to come right out and talk facts with their bankers or look the facts in the face themselves.

**Long-System Millers Are Waking Up—Changing—Hundreds Now Making from \$150 to \$1000 per month**

There is no secret about this. No mystery. The facts speak for themselves. And any long-system miller who is not making money or as much money as he knows he ought to be making is costing himself from \$5 to \$25 a day or more by not writing and investigating the splendid proposition which he can find out about here.

We will back you up with a proposition which any miller can take to his banker with confidence enough to say—

"Here's what I want, but I will have to sell or do away with my old equipment to get it, and this is worth far more to me than my old, long-system milling machinery."

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There is no other proposition in the milling business like this—or any other proposition in any business that positively offers such a safe, moderate investment at a profit of from 50% to 100% per year.

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—Many positions open right now—and right communities.

—Special Opportunities Open to Young Men—Write.

We have scores of inquiries from men with money to invest in AMERICAN "Midget" MARVEL Flour Mills, who want to be put in touch with some good miller who can take the management of the business.

Then too we have other mill owners who want to employ good young men to operate their mills.

No experience necessary. Write at once and let us offer you these opportunities freely. Here are life-time opportunities worth getting at once. Get yours before someone else gets it in your community or town.

#### Investigate 30 Days Trial Offer

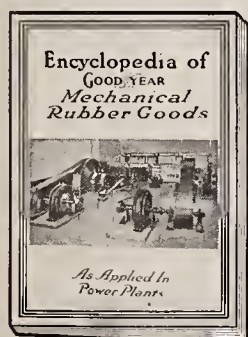
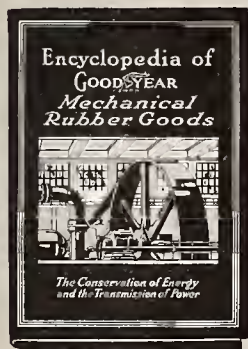
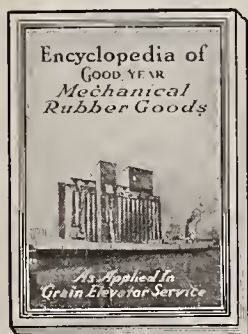
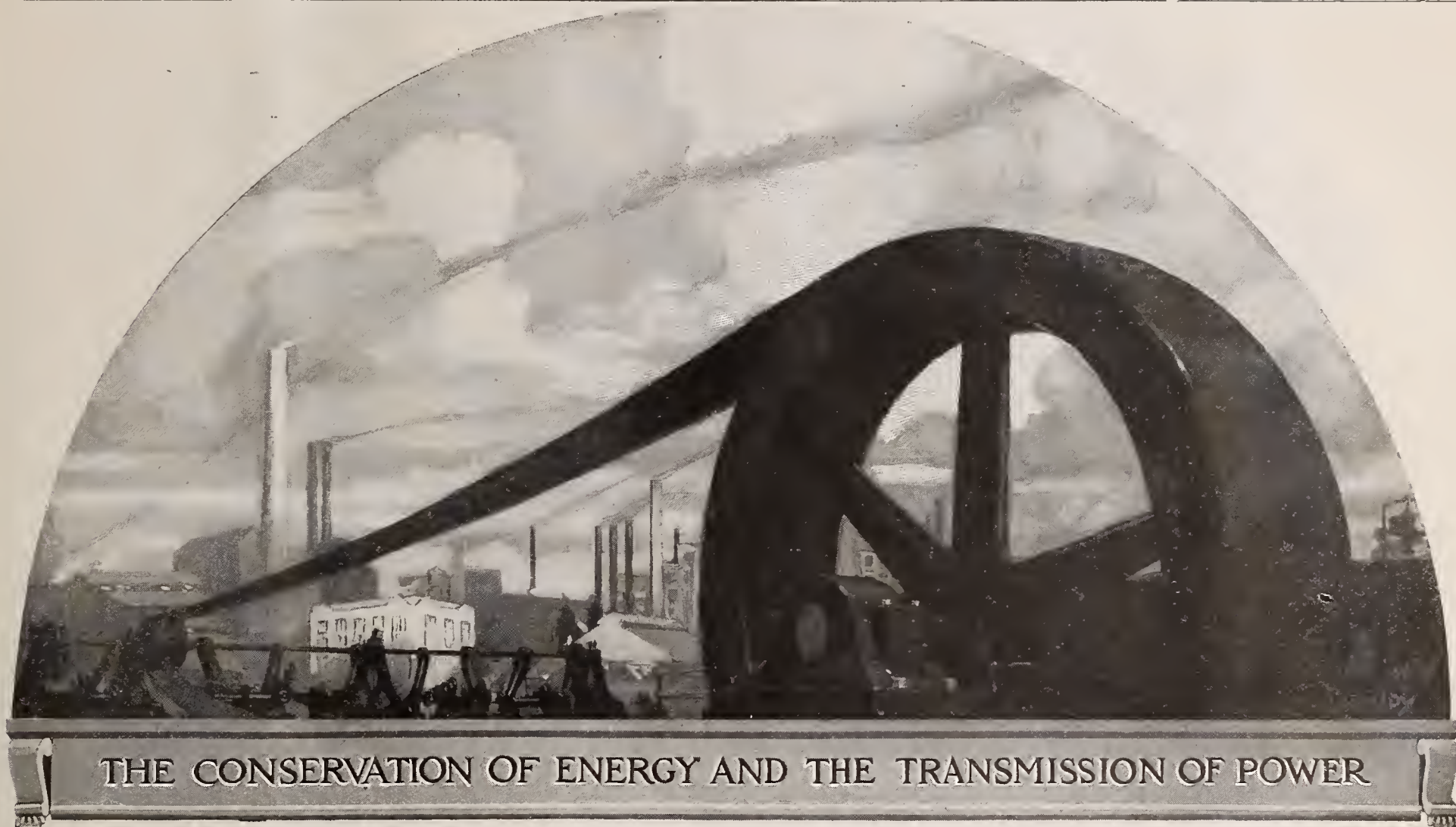
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The differences between grades of wheat seem small, but the man who would buy wheat without taking them into account would lose money.

The differences between grades of conveyor and bucket elevator belting seem small, but the men who buy them without inquiring into the dollars-and-cents meaning of those differences may waste money.

We have prepared the Goodyear Encyclopedia of Mechanical Goods both for the benefit of the layman in belting and for the engineer who knows that there is probably more variation in the published formulae of belting authorities than in those for any other kind of mechanical equipment.

This encyclopedia is not a catalogue. It is not a descriptive booklet. It is a manual of recommendations for purchasing belting and similar goods, based on actual cost records in many terminal and inland elevators.

The purchase of belting is peculiarly important to you because of the part it plays in the tonnage cost of handling grain.

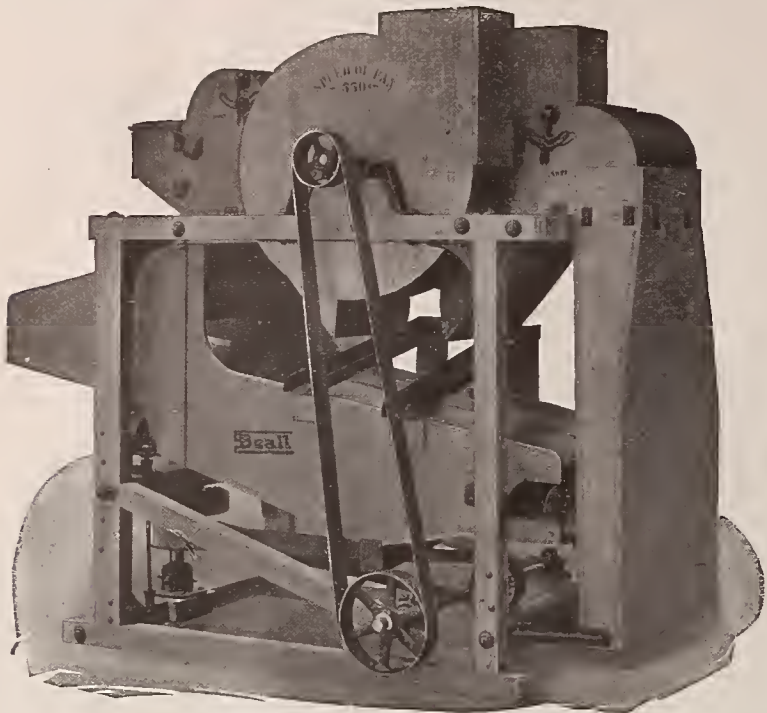
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AKRON





Built in Ten Sizes  
Guaranteed Without Limit

*Find the Equal of This Cleaner  
If You Can!*

Notice its features. It includes everything that is desirable in a 100 per cent cleaner. An elevator operator who buys his equipment on a business basis readily appreciates the superior construction, simplicity and operation, large capacity and low up-keep cost of the Beall Separator. An investigation will readily force you to acknowledge the supremacy that is found in every part of it.

**Beall**  
THE MARK OF QUALITY

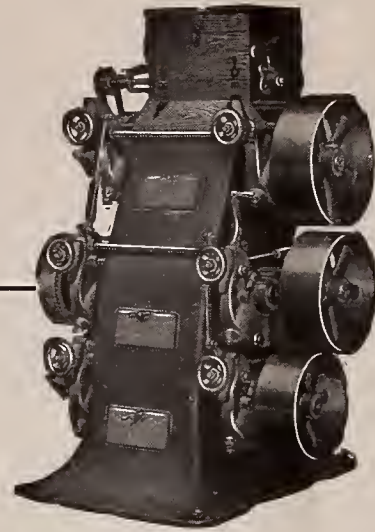
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is extremely simple in design, built very strong, is thoroughly braced, and will not rack. It embodies all the best features found in separators of other makes, and to these we have added the following pronounced features:

- 1st. It has a rotating motion, slow speed and perfect balance.
- 2nd. It has two fans working independent of each other.
- 3rd. It has large capacity for the amount of floor space.
- 4th. A small amount of horse-power is required for operating.

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## You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

## N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.  
If you haven't got it we will send it on request.

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Mill

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Designing and Consulting Engineers for Entire Work

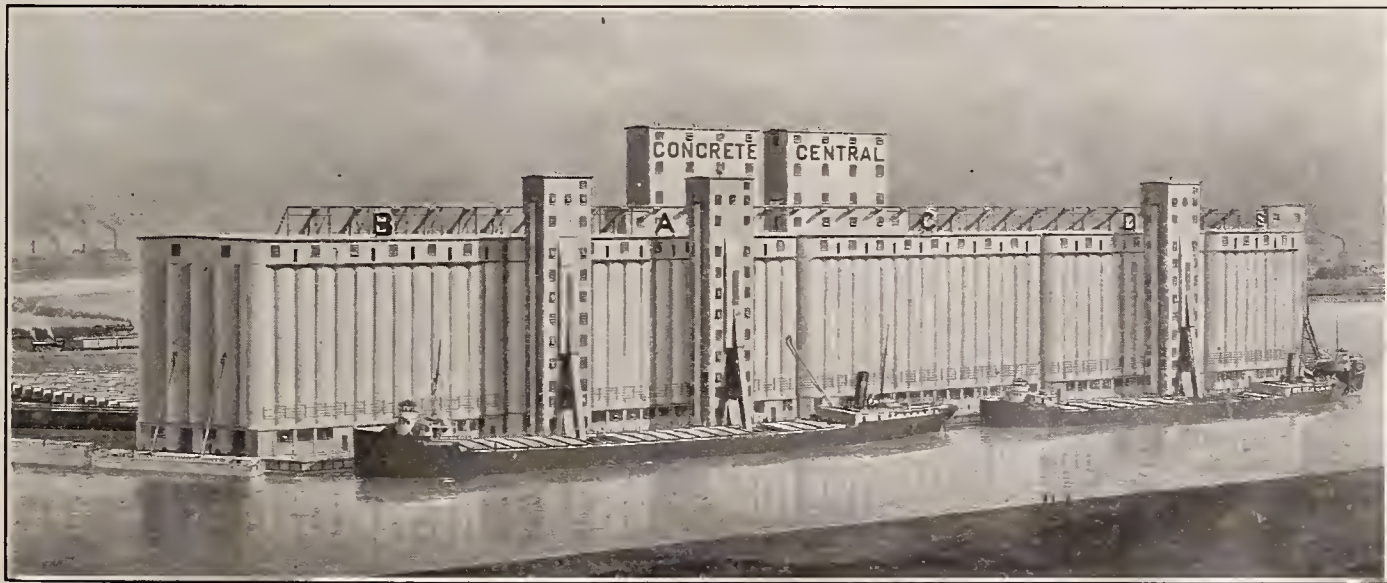
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GRAIN ELEVATOR ENGINEERS

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## Concrete—Central Elevators, Buffalo, N. Y.

Total capacity of elevator when completed July, 1917, will be 4,500,000 bushels. It will be equipped with three Movable Marine Towers and one Stationary Marine Tower for receiving grain from boats, each having a capacity of 25,000 bushels per hour and ten Car Loading Spouts. The receiving capacity from boats will be 100,000 bushels per hour. The shipping capacity to cars will be 100,000 bushels per hour. The receiving capacity from cars will be 25 cars per hour.

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*Grain Elevators Built in All Parts of the World*

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## NOW, HERE'S A MILL

and elevator combined. It can turn out fifty barrels of flour per day for neighborhood consumption, and merchandise farmers' grain as well.

It will never burn. "Macenco Results"



The country mill, co-operative or otherwise, is as logical as the country elevator.

If you think this over, you will investigate.

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Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity. Recently Completed.

**We Build Reinforced Concrete Structures of all Types**  
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**"When Better Elevators Are Built—**  
**BURRELL Will Build Them"**



AS IT IS  
TO-DAY

**Burrell**  
**Builds**  
**Best**  
**Buildings**

For  
Grain Storage  
Purposes

Seventy Contracts during 1915 of both large and small elevators in all parts of the United States is a fair indication of our standing as builders for the grain trade.

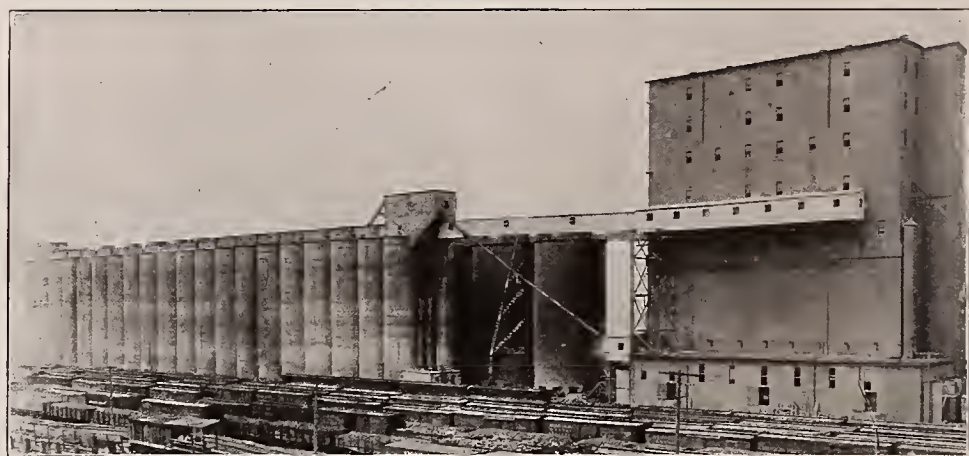
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Designed and Built for  
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A record of successful construction in both North and South America is proof that we can meet your local conditions and satisfy every requirement.

If considering building, write us for standard designs.

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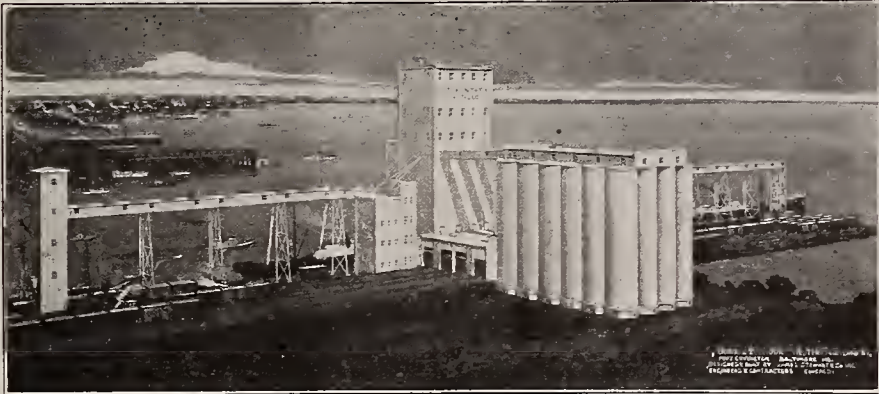
Builders of Better Elevators  
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FOR THE  
**Western Maryland Railroad Co.**  
Port Covington, Baltimore, Md.



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We Design and Build Elevators, any type of construction, in any part of the World.

**JAMES STEWART & CO., Inc.**  
GRAIN ELEVATOR DEPARTMENT

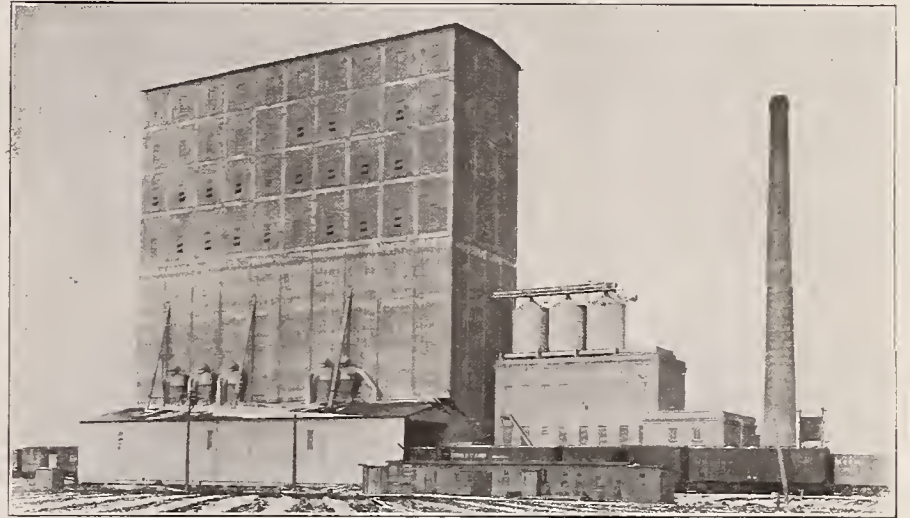
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KENSINGTON, CHICAGO, ILL.

Absolutely the most rapid handling elevator in or about Chicago.



Our experience covers every branch of grain elevator building work as well as any type or style of construction to meet requirements in any locality.

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Our long experience as a builder of elevators insures you an up-to-date house. Write today.

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COMPLETE WITH  
MACHINERY INSTALLATION.

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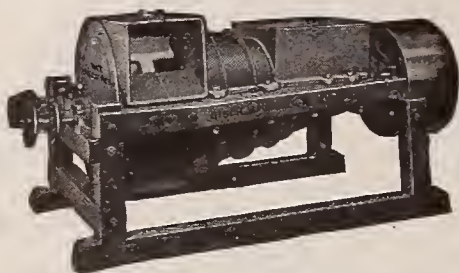


## The CONSTANT LINE are Dependable Machines

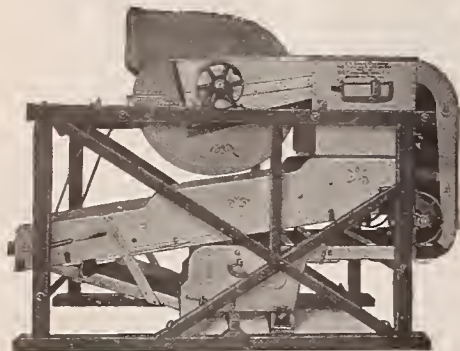
They give economic service and have stood the test of time in many elevators. With their absolute simplicity of construction they very seldom get out of order. If your elevator is equipped with U. S. machinery your profits will show the largest possible margin.

### The U. S. Corn Sheller

Fan Discharge, over or under,  
right or left hand.  
Iron or Wood Frame.  
No Lower Hoppering.  
Cheapest Installed.  
Quickest and Cheapest Repaired  
of any Sheller on the market.



U. S. Corn Sheller



U. S. Grain Cleaner

### The U. S. Grain Cleaner

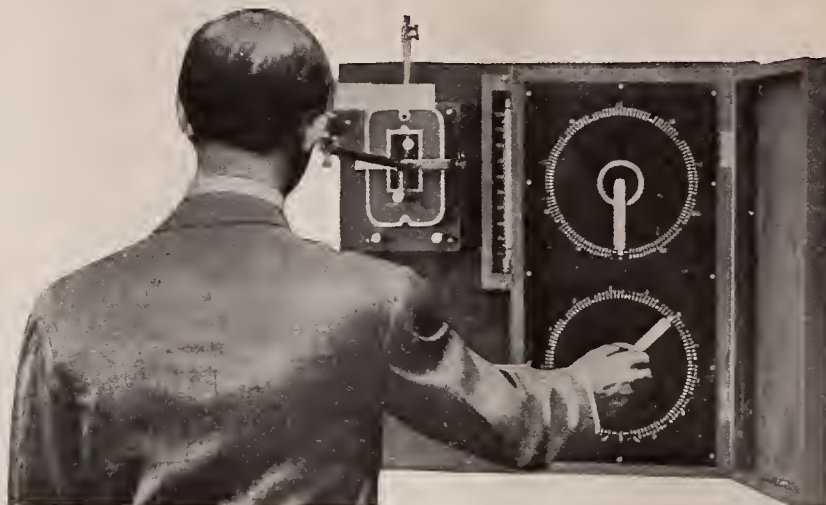
should be in every well equipped plant that handles grain.

Higher Grades—Higher Prices.  
No vibration—All bearings ring  
oiling. Center Discharge. One  
fan to control. Fine separations  
and **all the corn saved.**

Write for catalog containing the complete line of Constant grain handling machinery, including complete elevator equipment. IT IS FREE.

**B. S. Constant Mfg. Co.**    **Kansas City Mill and Elevator Supply Co.**  
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## Avoid Needless Turning and Bin Burned Grain by Installing THE ZELENY THERMOMETER IN YOUR STORAGE

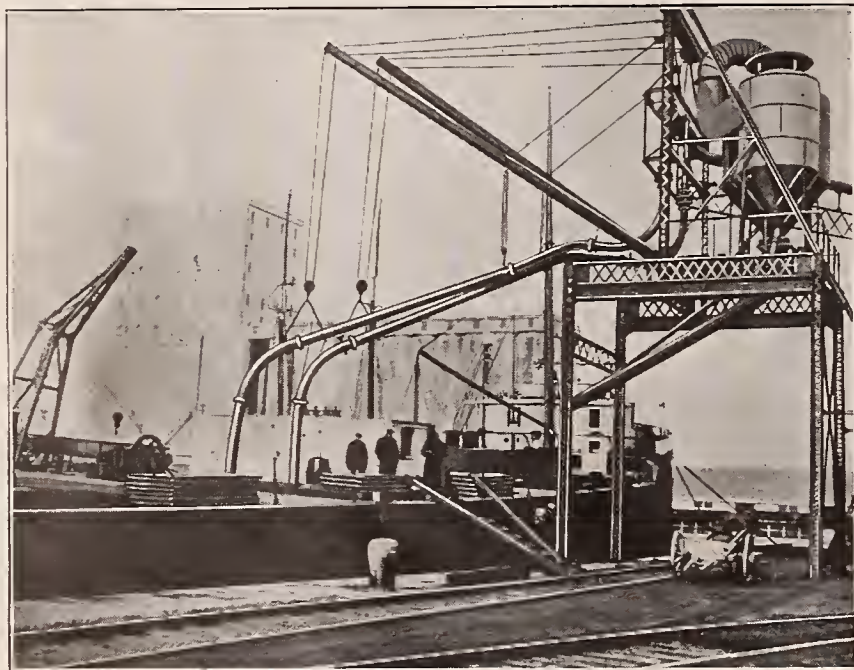


*It notes the changes in temperature within the grain. Used by such concerns as the following:*

Armour Grain Company,	Chicago, Ill.
Washburn-Crosby Co.,	Buffalo, N. Y.
Central Elevator Co.,	Baltimore, Md.
Pillsbury Flour Mills Co.,	Minneapolis, Minn.
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Gould Grain Co.,	" "
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Either by SUCTION or PRESSURE

offer the only means of satisfactorily solving difficult TRANSPORTATION and UNLOADING problems.

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### SUCTION UNLOADERS for BOATS and CARS

LABOR SAVING—AUTOMATIC—CLEAN—NO DUST—  
NO BREAKAGE OF GRAIN—NO REPAIRS—  
NO FIRE DANGER

Write for INFORMATION and ESTIMATES to

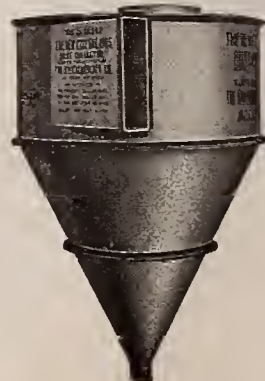
**PNEUMATIC CONVEYOR COMPANY**  
Old Colony Building                      CHICAGO

## The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners  
ALL STEEL

Write for Catalog



The Knickerbocker Company

Jackson, Mich.

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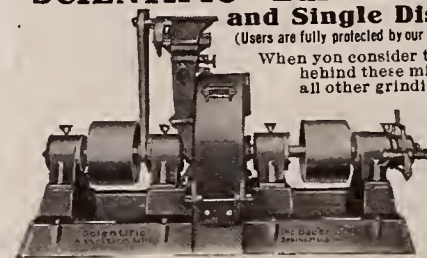
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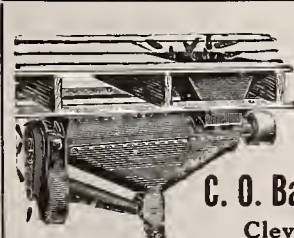
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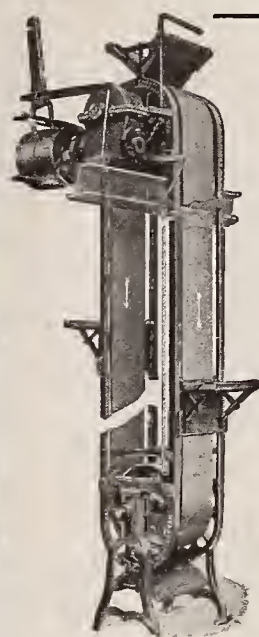
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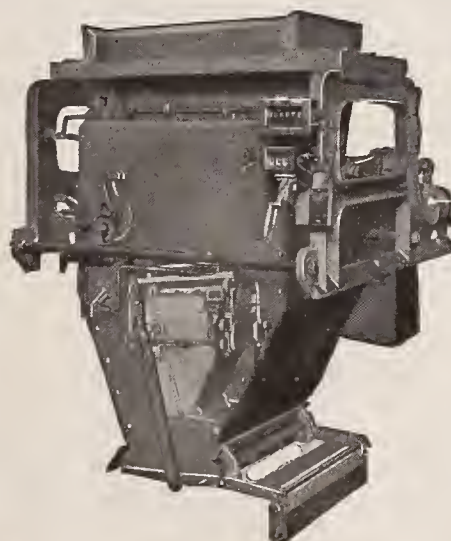
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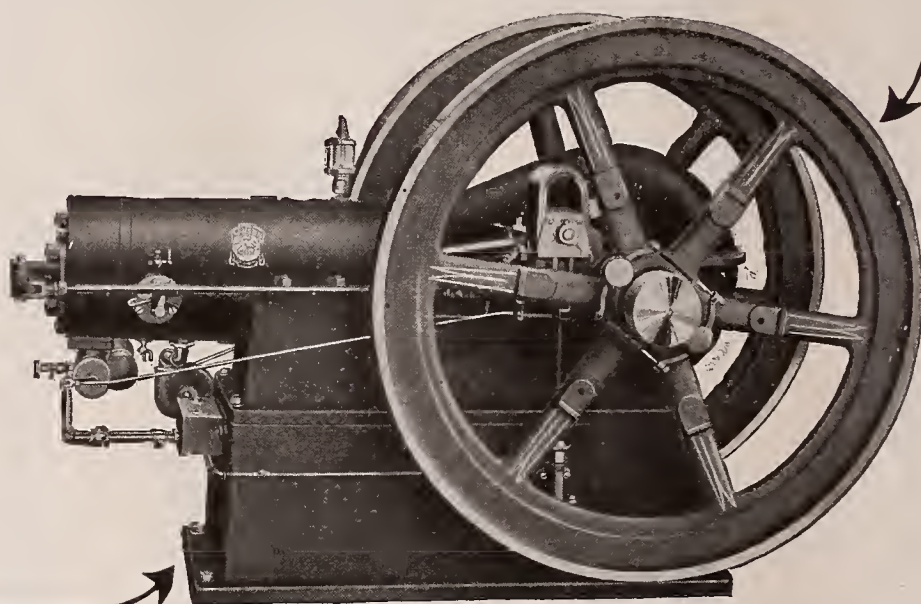
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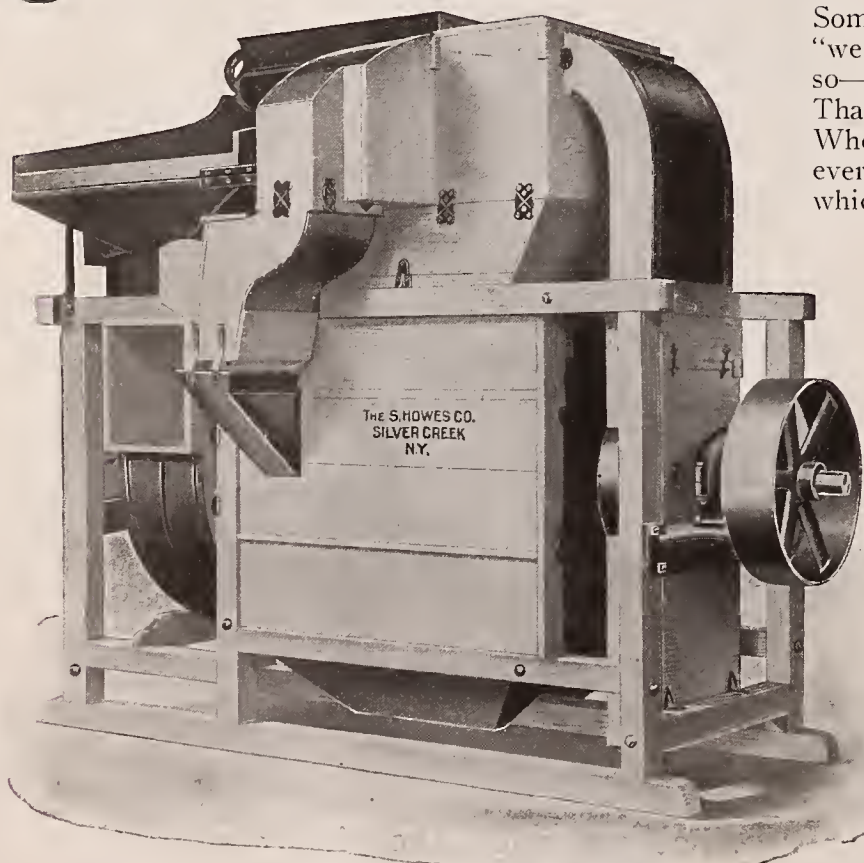
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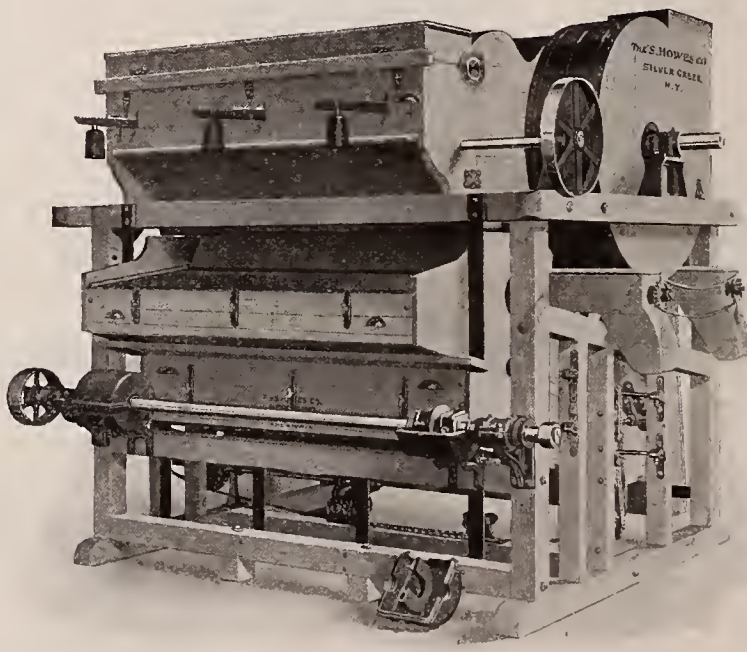


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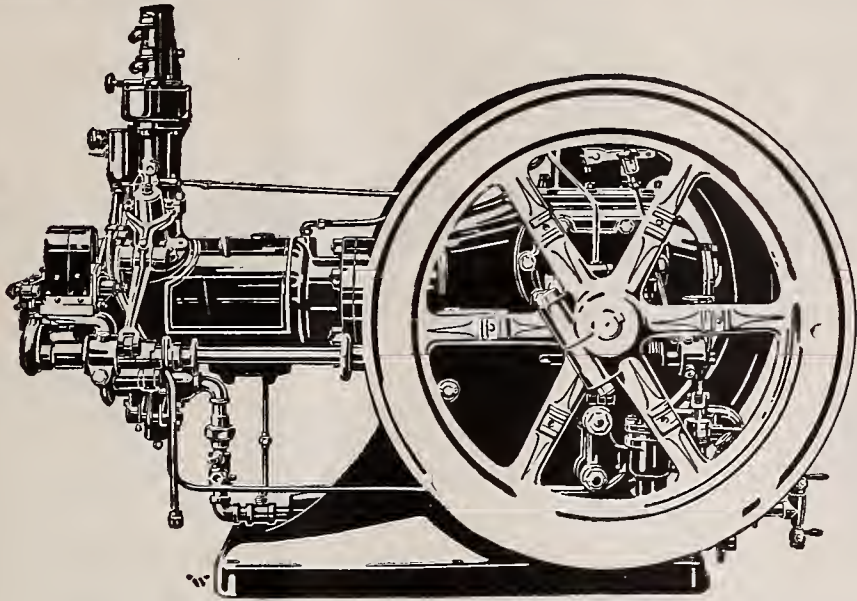
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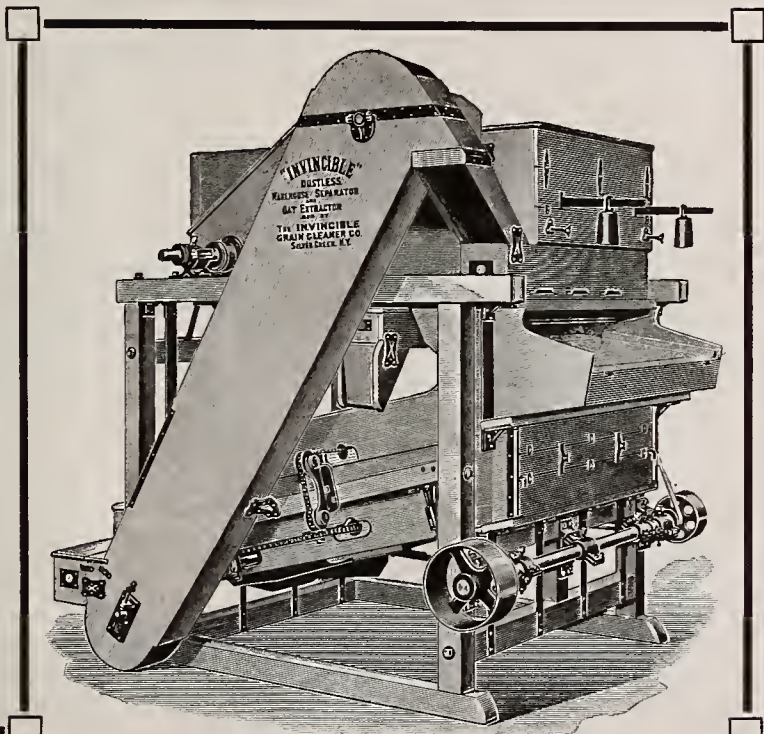
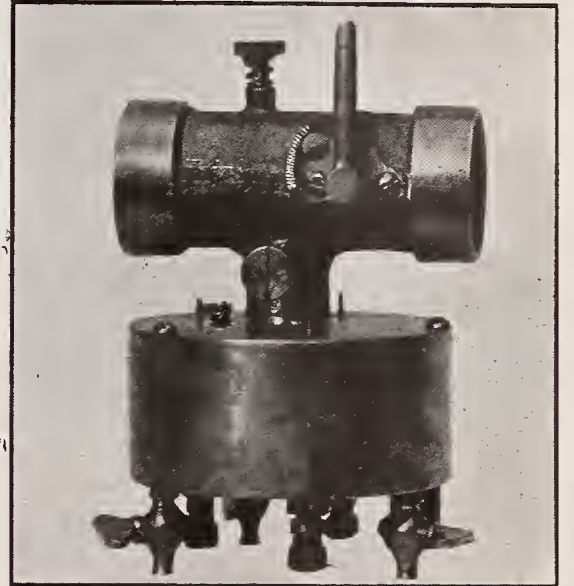
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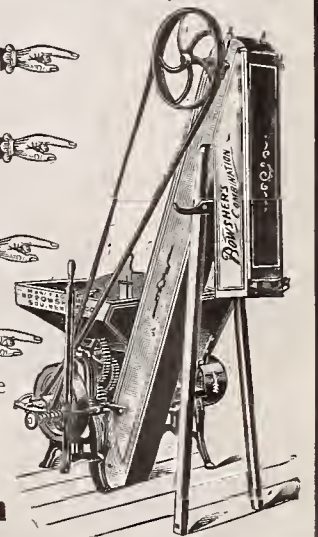
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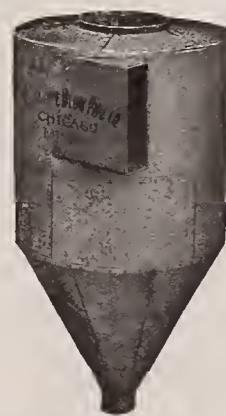
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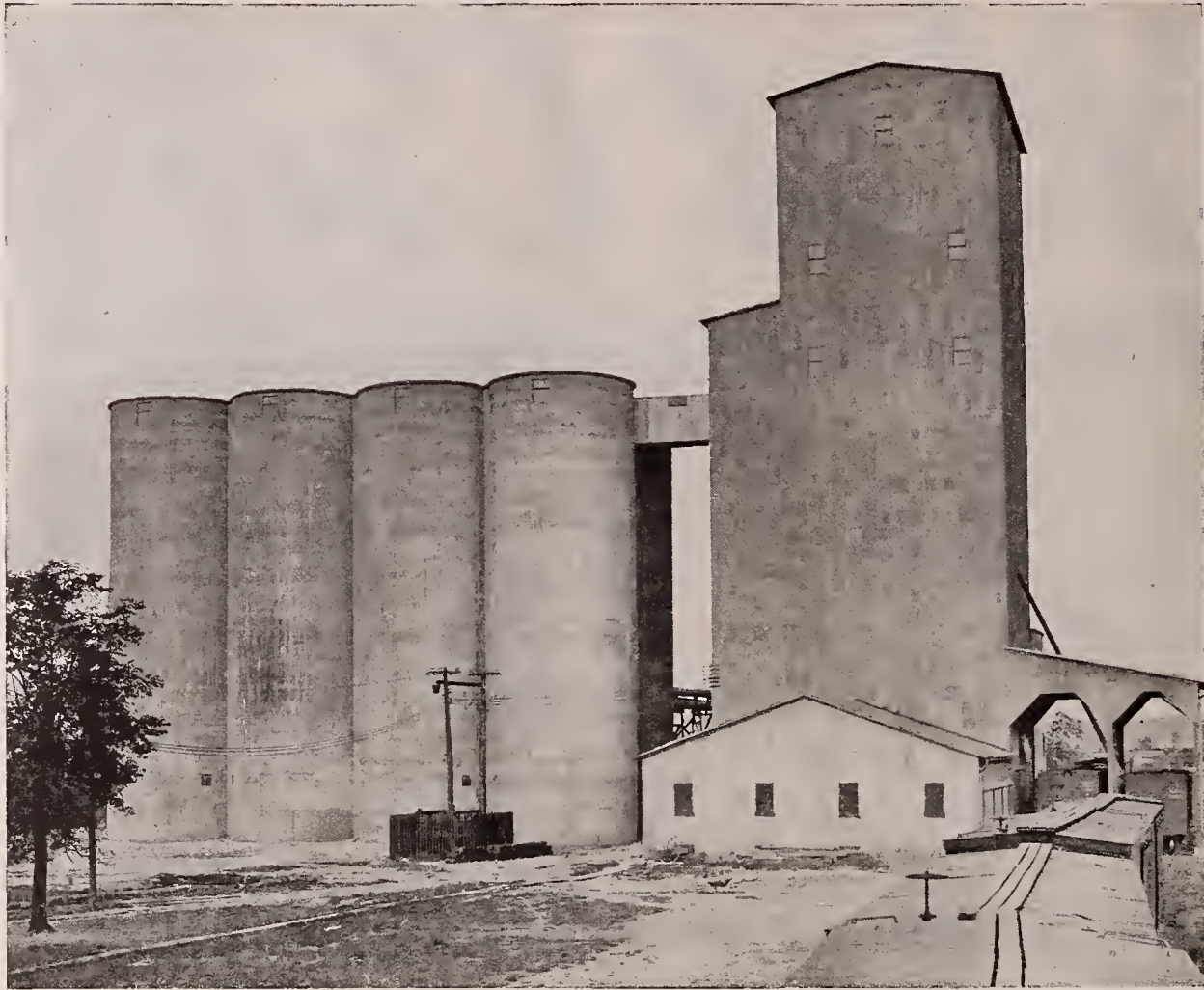
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The elevator is operated by electric power and fully equipped with the most modern machinery, including cleaners, clippers, automatic sacking scales, a drier of 600-bushel capacity per hour and a thousand-bushel bleacher. It has two side tracks which will accommodate 50 cars.

The local management of the elevator is under the direction of Mr. Thos. E. Ferguson who was for 20 years manager of the C. H. & D. Elevator at Toledo, Ohio. His experience assures the public the most efficient service obtainable.

The inspection of grain is under the direction of Mr. G. D. Jones of the Chamber of Commerce. Mr. Jones was chief inspector for the Chamber of Commerce, at Sheldon, Ill., for the past 20 years prior to his incumbency of the present position.

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We appreciate the generous patronage of our many customers during the past and now with our increased facilities for handling all kinds of grain regardless of its condition, we can serve the trade with more efficiency and satisfaction, therefore looking for more business.

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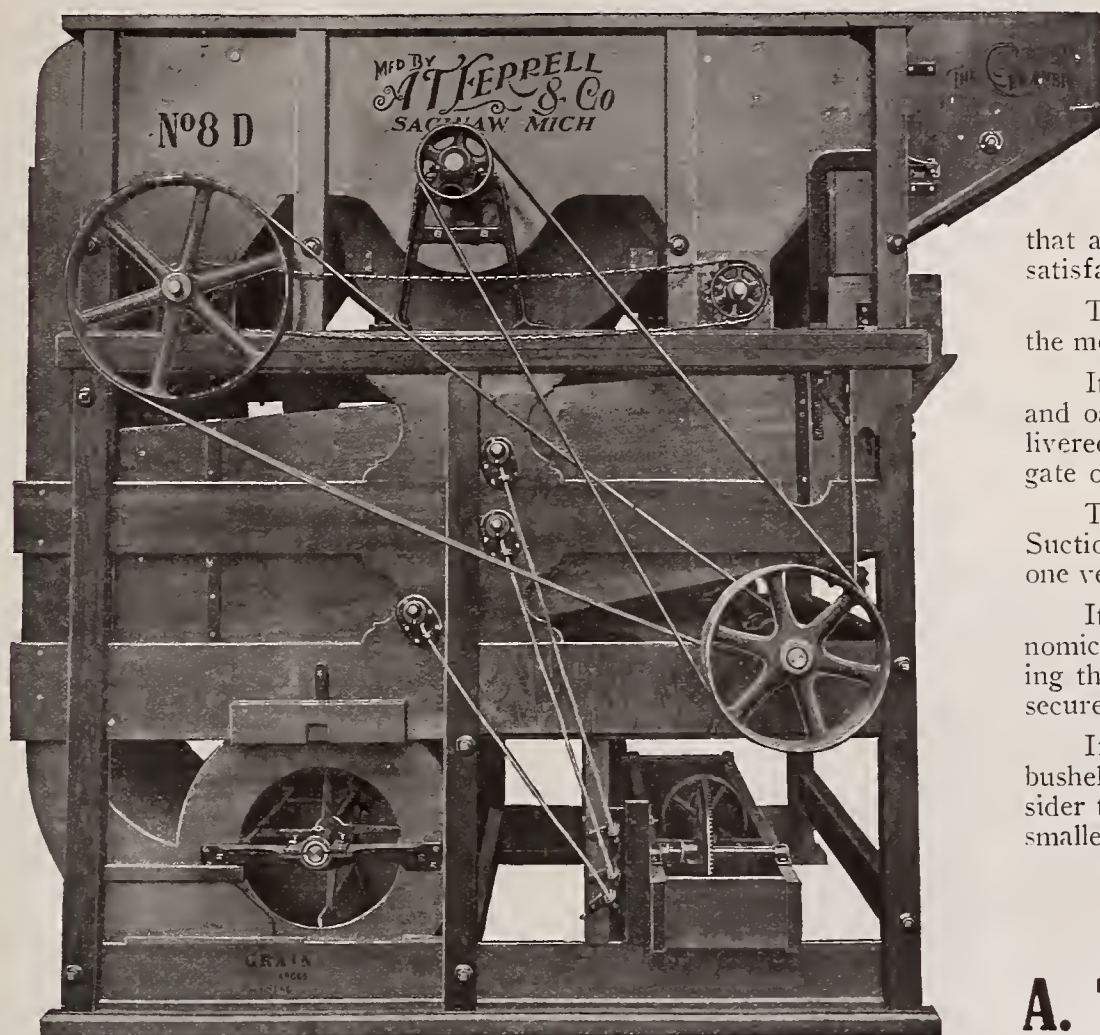
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This machine has our Roller Bearing Traveling Brushes—the most satisfactory traveling screen brush ever devised.

It is equipped with the Double Screen system; the wheat and oat screens are always in the machine. The grain is delivered onto the screen you wish to use by simply shifting a gate or valve, avoiding screen changes and saving time.

This machine is a combination of the Vertical Blast and Suction principles. It is equipped with two suction legs and one vertical blast causing a saving in power.

It is simple, durable, has large bearings and eccentrics, economical, has force feed hopper, hopper feed agitator. Considering the material used, fine workmanship, and excellent results secured, it is the most perfect grain cleaner on the market.

If you are after the extra premium of one to two cents per bushel for grain extra well cleaned, you will do well to consider this machine before purchasing. Also made in a slightly smaller size.

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Outside view of Ellis Drying Plant installed for Swift & Company, Chicago

## DEPENDABILITY

is a prime factor in the success of the ELLIS DRIER. No matter what the condition of the grain you have to dry—the ELLIS DRIER may be depended upon to produce a product which is uniformly dried and cooled and free from all parching, cracking or blistering effects.

If you are looking for dependability in Grain Driers, you can't make a mistake by purchasing the "ELLIS."

**The Ellis Drier Company**

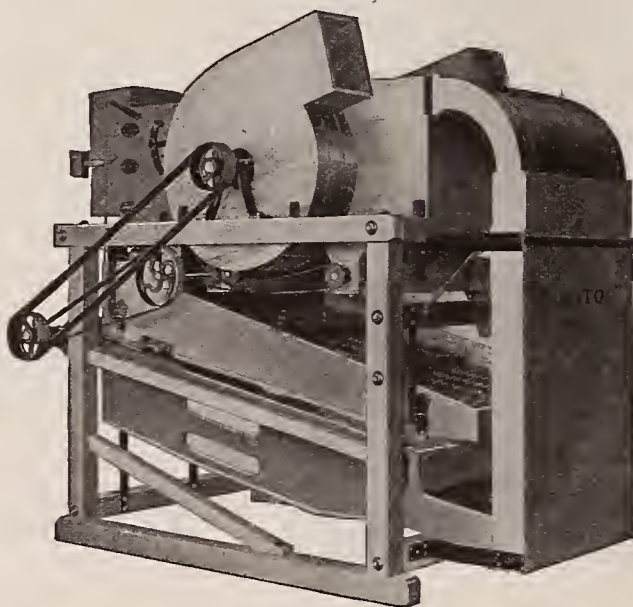
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*Monitor***"COMBINED" Corn AND Grain Cleaner****The Original****Patented****Multiplies Cleaning—by 2**

Instead of one it's two, instead of stopping to change screens, etc., with this original "Combined"—this altogether-different type of "Combined" Cleaner, the user merely throws a two-way distributor and in 30 seconds has changed the machine from a Corn Cleaner to a Grain Cleaner, or vice versa. Where small grains and corn are received into the Elevator this "Combined" Cleaner works a wonderful advantage, so much so that since its adoption hundreds of users would not consider any other type of machine.

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Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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Established in 1882.

VOL. XXXV.

CHICAGO, ILLINOIS, NOVEMBER 15, 1916.

No. 5

## Chicago & Northwestern Elevator at Milwaukee

More Than a Million Bushels Added to Cream City's Storage—New Plant Built by Northwestern Railroad Leased to Updike Grain Company—Ready for Rail or Water Service

THERE is a good reason for most of the things that happen in this world—if you don't believe it, ask Battle Creek—and when the Chicago & Northwestern Railroad decided to build a new million and a quarter bushel elevator at Milwaukee it was because there was a crying need of more storage in that market. Milwaukee has been increasing rapidly in its grain receipts. In 1912 it received about 51,000,000 bushels, in 1913 over 59,000,000, in 1914 over 76,000,000 and last year over 70,000,000 bushels. If August and September receipts can be taken as a criterion the record this year will surpass that of any previous twelvemonth and may exceed 100,000,000 bushels. In August the receipts by rail were 6,421,465 bushels, and in September 11,734,285 bushels, more than twice as much as for the corresponding two months last year. It seems obvious then that there was need for the new house and that the Northwestern road was merely taking care of a pressing necessity.

The new house has been leased to the Updike Grain Company, who will operate it. It is located at the mouth of the Kinnickinnic River on the Northwestern tracks, a situation which will insure the most efficient service both on rail and lake.

The plant consists of a concrete workhouse, a

car shed, a storage annex, 1,174 feet of concrete dock, a drier house, a bleacher, an office building and a transformer house, complete with all necessary machinery and equipment for the proper handling of grain. The construction work was done by the Barnett & Record Company, of Minneapolis.

Grain will be received by train, the cars being moved into the car shed either by locomotive or by car puller. The grain will be unloaded from the cars by special, movable grain shovels into 12 concrete receiving pits, located in the basement of the car shed. Four side tracks extend through the car shed providing storage facilities beyond the car shed.

There are three receiving pits under each track. One receiving pit under each of the four tracks discharges to the same belt conveyor, the valves of the pits being provided with an interlocking system so that only one pit can deliver on the belt at a time. Three receiving belts, serving four receiving pits each, carry the grain from the receiving pits to three 15,000-bushel capacity receiving legs, which elevate it to three concrete garners in the cupola of the warehouse.

The grain passes thence into three 2,000-bushel scale hoppers. After being weighed it passes

through a system of Mayo and fixed spouting so arranged that the grain may be deposited into any of a large number of workhouse bins, or it may be spouted to one of six conveyor belts running over the storage annex bins, thence being discharged into any one of a number of storage annex bins.

One 36-inch longitudinal transfer belt is provided in the cupola of the workhouse, by means of which the grain from any elevator leg may be transferred to most bins in the house. Grain which is to be cleaned will be deposited in one of the workhouse bins for temporary storage. Thence it will be spouted by a system of fixed spouting to one of two batteries, composed of two No. 11 Invincible Grain Separators, each located on the first floor. After cleaning the grain will be returned to one of three cleaner garners and scales located in the cupola of the workhouse. The screenings are returned to the cupola of the workhouse by means of a longitudinal belt in the basement and a screenings leg located at one end of the workhouse. Grain may also be spouted to two Invincible Oat Clippers located on the first floor.

Permanent storage for grain is provided in the storage annex. Grain will be delivered from this annex for shipment from four 36-inch conveyor belts



THE NEW CHICAGO & NORTHWESTERN RAILROAD ELEVATOR AT MILWAUKEE, WIS.



running under the bins and delivered to four 15,000-bushel shipping legs. These legs elevate the grain to four shipping garsers and scales above. Thence it is delivered by six conveyor belts to six double shipping bins located on the dock side of the annex. The grain passes from the shipping bins by gravity through six dock loading spouts to the hold of the vessel.

Two of the four tracks in the receiving shed are arranged to be used as car loading tracks, permitting six cars to be loaded at a time. Six car loading spouts are provided extending from the shipping scales through the roof of the car shed to the two car loading tracks.

Grain which is to be dried will be delivered from the longitudinal transfer belt of the workhouse or may be spouted direct to a garner bin located over the drier. After drying the grain is spouted to the drier leg and thence returned to the upper part of the workhouse.

Grain which is to be bleached is to be delivered by the longitudinal transfer belt to the drier garner, which is also to be used as a bleacher garner.

## Elevator versus Country Barn

Storing Grain on Farm a Growing Tendency in Many Parts of Country—Rat and Weevil Waste Enormous—Cost of Farm Storage Not Considered by Farmers—  
Effect of Advertising to Get Grain Out

By G. D. CRAIN, Jr.

**M**ARKET conditions during the past few seasons have been such as to warrant the large producer of grain, meaning the farmer who is not compelled by his financial necessities to sell his crop as soon as it is ready for the market, in holding his product to await the rise which has seemed to be regularly in prospect. In other words, the tendency to store grain on the farm has been emphasized by conditions peculiarly favorable to the man who is able to carry it.

This has meant, of course, that business which

grain in their barns instead of letting it go into the elevators, therefore, it makes a hole in the business of these concerns. It means lost business which can hardly be recovered at any time; and the problem of getting this grain into motion, headed to the elevators, is one which is practical, even conceding that as a general proposition a delayed movement may make it easier for the railroads to take care of the demands of the situation.

Then, on the other hand, there is the economic proposition presented in the loss in value of grain which is held in the barn of the farmer. It goes without saying that the latter is not equipped to take the best of care of the grain, at least in comparison with the service on an elevator. The deterioration in value caused by the work of mice and rats is one big element, while musty grain easily develops if care is not taken in turning it over at intervals. The turning operation is time and labor consuming, even when the farmer has sufficient space in which to perform it; so that by the time the cost of carrying on the farm is added to the loss of value, it becomes an exceedingly questionable proposition, from the standpoint of its advantage to the owner.

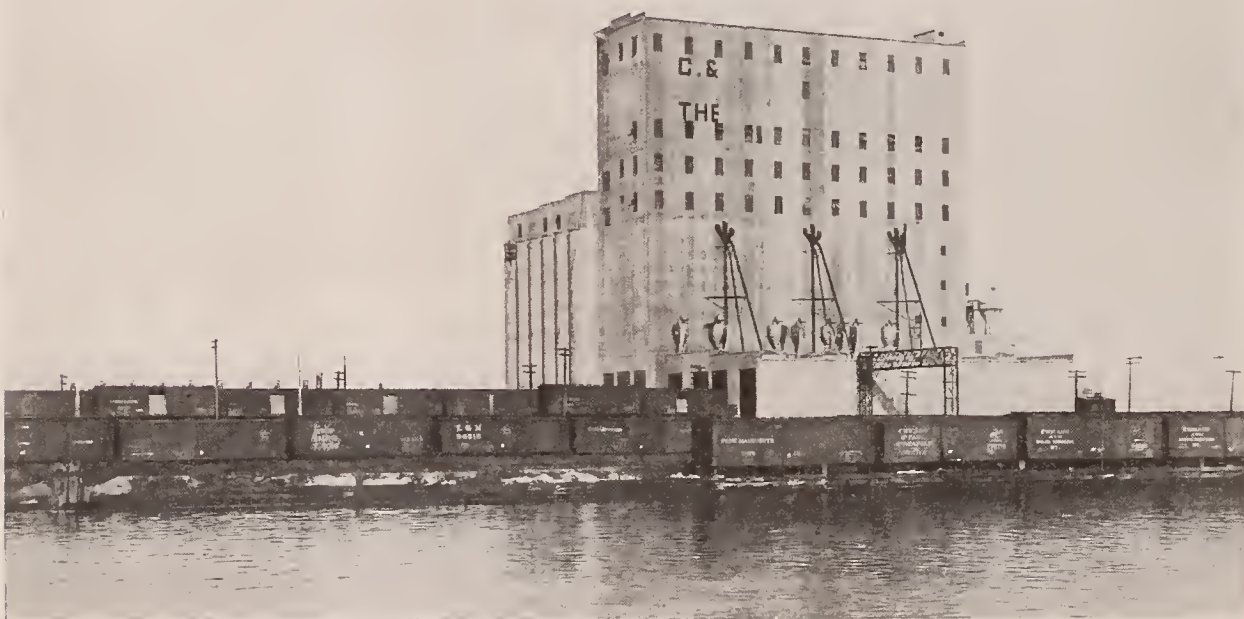
An elevator in an Ohio Valley city reported recently an experience with a farmer who carried his 1915 crop of winter wheat for seven months, and finally had to send it to the elevator, on account of the bad condition it was getting into. It was in need of considerable work, and on account of ramage had gone down hill rapidly in point of quality. The extra expense of putting this wheat into good shape for the market was more than sufficient to have taken care of the storage cost.

One of the most important features connected with the whole proposition, from the standpoint of the farmer, is that when he has his grain stored in an elevator at a terminal market, he can dispose of it without delay as soon as the market reaches the point which he has fixed as the selling price. If it is still in the country, there is a big chance that by the time it has been moved to the market, the most attractive opportunity will have passed by. This alone is a consideration which should appeal to the shrewd farmer-business man who is endeavoring to make the most of his product and to sell it at the best price.

All of the conditions being what they are, and the service of the elevator being one which the farmer should be more than willing to take advantage of, it seems logical that the manager of a plant which is not getting enough business should present his proposition to the grain producers in a sufficiently attractive style to win their support. This was the decision of the head of an elevator company in a well-known terminal market not long ago, and he proceeded to carry out the plan by advertising.

He used a number of country weeklies, figuring that these would reach most of the country people who had grain to store. The advertising ran for several weeks, and laid most stress on the reduction in the loss of value through storing in a barn, the risk which attends holding the grain on the farm, and the advantage of being able to release the grain for the market immediately, instead of having to subject it to the delays which are necessarily involved in transferring it from the farm to the buyer on the open market. The low cost of the service performed by the elevator was also touched on.

The results of the advertising were not remarkable, though some business was developed. The elevator manager learned, however, that his announcements had attracted some attention and



THE WATER SIDE OF THE NEW C. & N-W. ELEVATOR AT MILWAUKEE

From there it is spouted to the bleacher and after bleaching returned by gravity to the drier leg.

About 8,800 feet of belting was necessary to equip the elevator. Most of this total was supplied by the Goodyear Tire & Rubber Company of Akron, Ohio.

Electric power is to be used throughout. This power enters the plant through a fireproof transformer house located adjacent to the working house. Each unit is operated by a separate and independent electric motor. These motors, 62 in number, were furnished by the Allis-Chalmers Manufacturing Company, Milwaukee, Wis. They range from 3 to 150 horsepower each and total over 2,200 horsepower. The motors are largely of the squirrel cage induction type, although a few slip ring motors are used. High speed, silent chain drives are used for transmitting the power.

The capacity of the various bins totals 1,246,452 bushels; of these 328,962 bushels may be contained in the 37 bins of the workhouse, and 917,490 bushels in the 138 bins of the storage house.

The list of equipment includes four Invincible Warehouse Separators, and four Invincible Ball Bearing Oat Clippers; one Richardson Separator; one No. 9 Monitor Screenings Separator; one Humphrey Employees' Elevator; one wheat smutter; 12 Special Movable Clark Automatic Car Shovels; one Morris' Grain Cooler; one Morris Grain Drier, 1,000 bushels per hour; one bleacher, 4,000 bushels per hour; a mustard seed machine; two dust packers; and one grain sacker.

THE French Chamber of Deputies has passed a bill placing a duty equal to 16 cents a bushel on wheat raised next year. This is aimed to encourage the growing of wheat.

might have been handled by the elevators has been lost; for, of course, the time during which the grain was stored on the farm was just the period during which the average buyer would have had to buy storage space in an elevator. The delay in moving the grain to market often made it unnecessary to use the services of the public elevator, either at the point of origin or the terminal. This was certainly true if the material was bought direct by a miller or other large user.

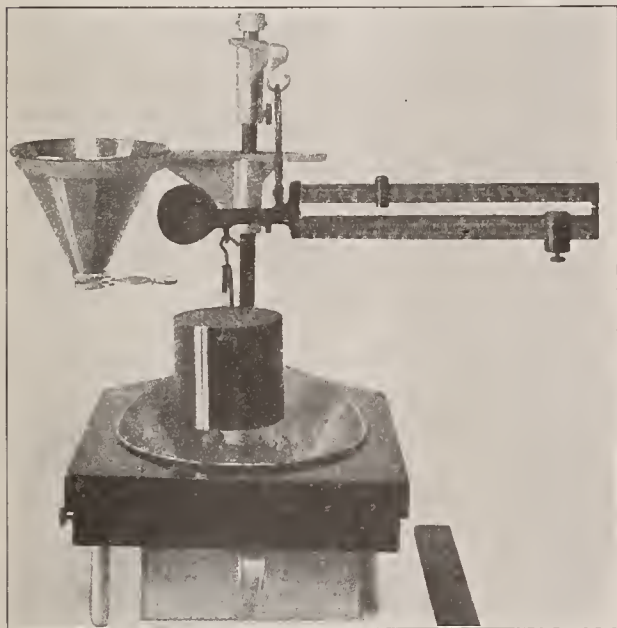
While it might be suggested that a condition of this kind is desirable rather than otherwise, in view of the fact that it relieves the congestion of traffic during the height of the grain-moving season, thus making it possible for both carriers and elevators to take care of the requirements to better advantage, the fact remains that grain held in the country interferes with the business of those who have elevator space to sell.

In fact a good many elevator men in winter wheat territory found that during the past summer, when normally they should have had their bins full of wheat they were not doing a capacity business by any means; and the explanation was that farmers who were able to do so were carrying their wheat in the hope of a rise of \$2, which was predicted by many experts at that time. The concern operating an elevator for the service of the public is not antagonistic to a plan of this kind; in fact, it is not concerned with who owns the grain, but it is vitally interested in the question of how it is to be stored. No matter whether the ownership remains with the producer or is transferred to a dealer or miller, it is desirable, from its standpoint, that it be given the storage business. When several thousand farmers decide to hold the



caused a good deal of discussion, and realized that in any case of this kind, where it is necessary to bring about a change in opinions before business may be had, the work of education is necessarily slow. By dint of the publicity work and other means, however, he has now filled his elevator practically to capacity, which makes it unnecessary to advertise longer. Next season, if conditions seem to warrant it, however, he plans to put the service of the elevator before the farmers, and endeavor to convince them that he has something to offer which is worth taking advantage of.

"The average farmer," he explained in discussing the matter not long ago, "is not a business man. He doesn't figure costs as we do in an elevator or as the head of a factory is compelled to. Labor, for one thing, does not concern him. He will use the services of several men in turning a lot of wheat, for instance, and never realize that anything of value has been consumed in the operation. He will give over his barn space for storage, and he will go without the use of the money tied up in his grain



FRONT VIEW OF WEIGHING APPARATUS  
Showing Hopper Swung, to Left and Filled Test Kettle Balancing Special Beam.

for months, yet when he sells it finally he will figure as his net gain everything over what he would have got for it had he marketed the crop as soon as it was harvested.

"That is one reason why he doesn't appreciate our arguments along the line of the cost of carrying on the farm. But he can see that while weevils can get into his grain, our methods will protect it; and he can understand that we can turn his grain from one bin to another and keep it in condition at a minimum cost, whereas the operation is slow and laborious when he does it by hand without the aid of machinery.

While the accounts of individual grain producers would be relatively small, and hardly so desirable as those of buyers, who handle it in quantity, there is a noticeable tendency on the part of some large farmers to purchase the crops of their neighbors, and thus develop in the aggregate a holding of grain which is larger than would ordinarily be associated with purely farming operations. This type of farmer, who is also a trader, is the man to whom the elevator should give its attention, because he is more likely to be able to appreciate the importance of protecting his crop from deterioration, especially if he has tied up real money in the grain raised by other farmers in his neighborhood.

Certainly there seems to be no good reason why grain should be stored on the farm, subject to all of the destructive influences which are permitted to operate there, when at the same time elevator concerns are running with empty bins. From the economic standpoint this grain requires proper handling and complete protection; and from the practical standpoint the elevator needs the business. With a combination of this kind to consider, it seems the best policy to go direct to the country with the story of elevator service, and to educate farmers and local traders to the importance and the value of using the modern facilities which have been provided for the storage of grain.

## New Device for Test Weights

Government Bulletin Describes Variation in Test Weights Under Present Methods—New Device for Exact and Uniform Tests—Instruments and Technique Described

RECOGNIZING the necessity of accurate test weights for grain under the new scientific inspection methods about to go into effect, the Department of Agriculture has issued a bulletin, No. 472, on the subject. At present there is a great variety in the manner of obtaining weights on the different markets. There are a dozen methods of filling the kettle, each method giving a different result in the weight. Some of these variations are shown to be over four pounds in some grains.

The Chief Grain Inspectors' National Association has recommended the following method:

Place the kettle where it cannot be jarred or shaken. From scoop, bag, or pan held two inches from the top of the test kettle, pour into the middle of the kettle at a moderate speed until running over. Strike off in a zigzag manner with the edges of the beam held horizontally.

But even with this rule to go by and followed implicitly, several operators can get very different results in the weight. The size of the stream and the speed with which it is poured are variable factors and affect the result.

To obviate this variation the Department has perfected a device for weighing grain in a test kettle and recommends its use in all cases. The design is shown in the accompanying illustrations and is described in the bulletin as follows:

The apparatus is in two main parts: (1) The stand, with hopper and overflow pan, and (2) the test kettle, with a special beam. The base of the stand is made up of two layers of wood held together with screws. Each layer is 1½ inches thick, the upper layer projecting ¼-inch over the lower layer around the edges, so that the base can be conveniently fastened into a table top if desired. In the forward part of the base is contained a circular opening with beveled edges, of the shape and size shown in the drawing. A grate made of four metal bars fastened into the lower layer of the base extends across the opening in the base. A circular metal disk, or plate, upon which the test kettle rests when in place, is clamped on the upper side of the grating in such a position that the center of the plate coincides with the center of the opening in the base. Two metal guide pins, about three inches apart, are fastened to the edge of the plate and then extended upward about half an inch higher than the surface of the plate. These guide pins are placed here to center the quart test kettle when it is in place on the plate. The two guide pins are connected by a strip of metal. This strip of metal is free swinging, and when swung over on the plate forms a guide for centering the pint test kettle.

Fitted into metal sockets sunk into the after part of the base are two tubular posts 19 inches long and connected with a casting at their upper ends. Fitted to the forward or main post are two free-swinging metal brackets or arms, the lower one of which terminates in a ring 7¼ inches in diameter to hold the hopper, the upper arm terminating in a hook from which the scalebeam can be hung. The arms are held in place at any given height on the post by means of two metal clamps.

Each of these arms has a projection extending backward past the rear or guide post, so arranged that when the ring of the lower arm and the hook of the upper arm are swung to a position directly over the plate in the base these projections are in contact with the guide post. The projection on the lower arm allows the arm with funnel to swing to the left, while the projection on the upper arm allows this arm with its scalebeam to swing to the right.



SIDE VIEW OF WEIGHING DEVICE  
Showing Beam Swung to Right and Hopper and Test Kettle in Place Ready for Filling Kettle.

The base of the stand rests on three adjustable metal legs which fit into metal sockets sunk into the under side of the base. The legs are held in place by means of set screws. A pan for catching the overflow from the test kettle is placed underneath the grating.

The hopper, which rests in the ring of the lower arm, is large enough to hold more than a quart of grain and should be of the shape and size shown in the drawing. A valve at its lower opening holds the grain in the hopper until ready to make the test. The opening, or outlet, in the bottom of the hopper is 1¼ inches in diameter.

The special stroker is of hard wood, three-eighths of an inch thick, 1¾ inches broad, and 12 inches long, each edge being a perfect half circle. This stroker should be used for all tests.

The stand can be used with either the ordinary test kettle and beam or with the test kettle and special combination beam shown in the photograph reproduction. The ordinary test kettle and beam, or grain tester, as it is ordinarily called, is well known to the grain trade and needs no further description. In testing grain for weight per bushel, it is often essential to know the exact weight in fractions of a pound, and this is especially true in the grading of commercial grain, where the rules for the grades specify a minimum test weight which reads in half pounds.

The special beam, graduated to read in tenths of a pound, was devised in order to make it possible to obtain reliable results reading in fractions of a pound. This special beam has two bars, one above the other, each of which has three lines of graduations. The first line on the lower bar reads in pounds per bushel, in divisions of 10 pounds up to 60 pounds; the second line reads in pounds and ounces by one-half ounce divisions up to two pounds dead weight, and is used principally for determining "dockage" in grain; the third line reads in percentage of two pounds by 1 per cent divisions up to 100 per cent. The first line of graduations on the upper bar reads in pounds and tenths of a pound up to 10 pounds per bushel; the second line reads in grams by 2-gram divisions up to 200 grams dead weight; and the third line reads in percentage of 200 grams by 1 per cent divisions up to 100 per cent. These last two lines of graduations will be found especially useful in the analysis of corn to determine what it should grade from the standpoint of damaged kernels or of foreign matter and finely broken corn.

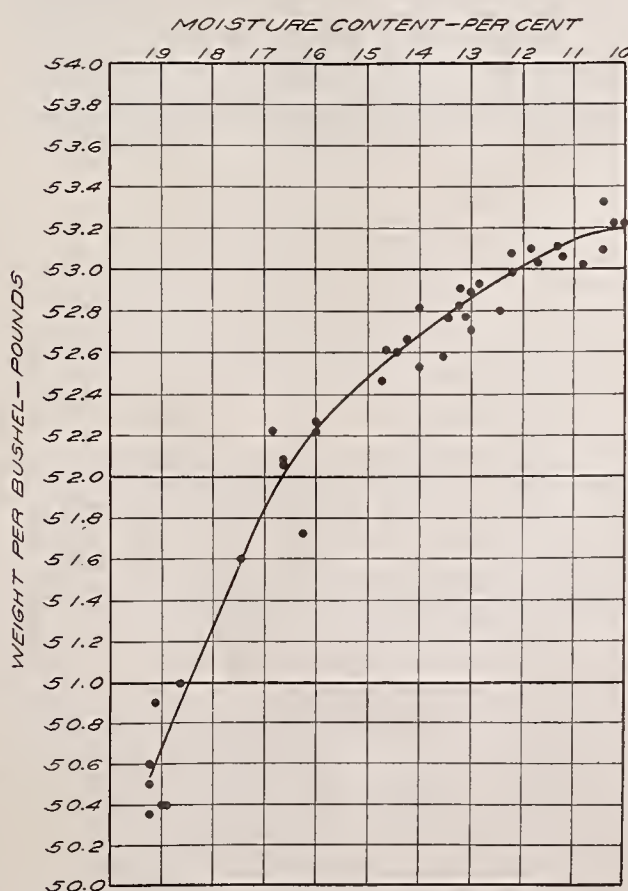
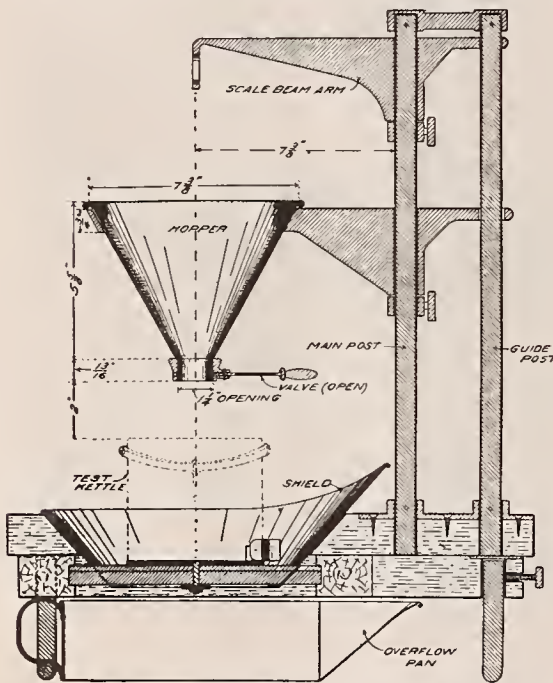


DIAGRAM SHOWING HOW THE WEIGHT PER BUSHEL OF CORN INCREASES AS MOISTURE CONTENT IS REDUCED BY NATURAL DRYING



The poise on the lower bar is supplied with a set screw, so that it can be moved to any one of the 10-pound graduations and clamped in position to keep it from shifting while repeated weighings are being made on the upper beam.

Place the tester on a solid table top or other firm base. Adjust the height of the funnel arm so that the opening in the bottom of the funnel is exactly two inches above the top of the test kettle. Place the test kettle on the metal plate over the grate and see that the overflow pan is in place under the grate opening. Swing the hopper arm into the forward position until the projection extending backward is in contact with the guidepost, when the opening in the bottom of the funnel will be directly over the center of the test kettle. Close the valve in the outlet from the hopper and fill the hopper with the grain or seed to be tested. Open the valve wide with a quick motion and allow the grain to run through until the kettle overflows. Swing the hopper arm out of the way to the left. Strike the excess grain from the top of the test kettle with three zigzag motions of the special stoker, being careful that the sides of the stoker are held in a vertical position and that the kettle is not jarred during the operation. Bring the beam arm with beam suspended into its forward position. After hooking the test kettle to the short arm of the special scale-beam, the poise on the lower beam must be placed at one of the graduations showing a weight lower than the sample is expected to weigh and the operation is completed by moving the poise on the upper bar to a point necessary to make the beam balance. For instance, wheat usually tests between 50 and 60 pounds per bushel, so that when testing wheat the poise on the lower bar would ordinarily be set at 50 pounds and the weight determined by moving the



SECTIONAL VIEW OF TESTING APPARATUS  
Showing Position of Shield, Grating and Plate and how Posts and Legs are Sunk into the Framework.

poise on the upper bar to the necessary position to make the beam balance; if this point should happen to be 7.3 pounds, the test weight of the sample would be 57.3 pounds (50 pounds plus 7.3 pounds).

In testing for weight per bushel of other grains, the poise on the lower bar would ordinarily be set at 30 pounds for oats; at 40 for barley, buckwheat, and rough rice; and at 50 for rye, corn, kafir, milo, feterrita, and flaxseed. If the ordinary beam is used instead of the special beam, then the weighing should be done in the usual manner, except that the beam should be suspended from the hook of the upper arm instead of being held by hand. Great care must always be exercised that the beam which is especially adjusted to the particular test kettle with which the test is made be used and that when either the test kettle and ordinary beam or test kettle and special beam are used, the beam must at all times be in balance when the poise or poises, as the case may be, are in zero position.

The conditions given in the method described below have been found to be most essential in making uniform tests of weight per bushel and obtaining accurate results and have been adopted as standard in connection with Grain Standardization Investigations:

- (1) Have an accurate grain tester.
- (2) Fill the test kettle from a hopper—
  - (a) having an opening  $1\frac{1}{4}$  inches in diameter at its base,
  - (b) firmly supported two inches above the test kettle.
- (3) Have the test kettle rest on a firm base.
- (4) Fill the kettle each time with the same amount of overflow.
- (5) Strike the excess grain from the top of the overflowing kettle in a uniform manner with three zigzag motions with the sides of the special stoker held vertically, avoiding meanwhile any jarring of the contents.
- (6) Make the weighings on a beam accurately graduated to read in fractions of a pound.

## HEARINGS ON RULES FOR GRAIN STANDARDS ACT

The hearings which the Department of Agriculture held at various markets on the tentative rules and regulations under the Grain Standards Act has made a most favorable impression on the trade. Charles J. Brand, chief of the Bureau of Markets and Rural Organizations, presided at all the meetings and Chester Morrill and E. B. Quiggle, assistants to the solicitor, Dr. J. W. T. Duvel and George Livingston were present. William A. Taylor, chief of the Bureau of Plant Industry, was present at the New York conference, and Secretary D. F. Houston addressed the meeting at Chicago.

In all the markets where the hearings were held each section of the proposed rules was taken up separately and discussed fully and freely. No formality or red tape obstructed the free exchange of comment and criticism, for it was the obvious purpose of the Department to formulate rules which, with justice to all, would create as little disturbance and friction as possible.

In practically all the markets, Section 8 of Regulation 2 was objected to. This section provides for the notation of weather condition, if unfavorable, on a certificate. It was generally believed that this would depreciate the value of the certificate.

Section 6 of Regulation 2 was attacked by the Corn Exchange of Buffalo on the ground that an Exchange should have more control over its inspectors and the fees charged than was allowed. Mr. Brand explained the desire to get away from monopoly of inspection in any market. The term, "without discrimination," apparently needs further explanation, as it was held that in a market where the fees did not entirely support an inspector and the Exchange made up the difference, it was discrimination against the Exchange to allow outsiders inspection at the same rate as those who supported the Inspection Department. Furthermore it was shown that a licensed inspector, employed by an Exchange, might be discharged for good cause, and yet be permitted, under the rules, to continue to grade grain for fees in that market. This seemed to threaten the power of the contract of employer and employee.

Paragraph 1, Section 10, Regulation 2, was also criticized. This paragraph reads as follows:

Each licensed inspector shall, as soon as possible after inspecting and grading any grain and not later than the opening of customary business hours on the next following business day, post at the place mentioned in section 4 a statement as to each lot or quantity of grain inspected and graded by him, showing the date of inspection and grading, the date and time of such posting, the kind of grain, the name of the person interested in the grain for whom the service was performed, and the name of such licensed inspector, and identifying the location and container of such grain by the initial and number of the car, the name or designation of the boat, barge, or other vessel, elevator or warehouse, the number or other designation of the hold or bin, and the name of the carrier, or otherwise as the case may require.

Duluth and Minneapolis objected to this on the ground that inspectors in Minnesota did not know who was interested in any car inspected. Other markets objected to the amount of clerical work it would entail on the department and all of them objected to making public the amount of business any firm was getting.

Under the rules the Government does not recognize a chief inspector. All licensed inspectors are on the same basis, although, of course, State or Exchange Inspection Departments will keep their own organizations with its chief. The chief inspector could pass on a grade before the certificate was made out, Mr. Brand explained, or an appeal can be taken to the supervisor with a minimum of delay and red tape.

The subject of Appeals, Regulation 3, brought a great deal of discussion on a number of points, as it included sampling and inspection. The time of transfer of ownership was disputed under Section 2, and the manner of cargo inspection under the Duluth and Chicago practice called for a change in the rules, so that grain can be inspected from the floor of the elevator or in bin or spout as it is being loaded.

The jobbing markets like Nashville objected seriously to Paragraph 4 of Section 23, requiring samples from 10 per cent of the sacks in a lot or from each sack in small lots.

The subject of disputes was of interest to many interior shippers. This subject was explained at some length by Mr. Brand at the meeting of the Ohio Grain Dealers' Association, which is reported on another page of this issue.

New York objected to the amount of appeal fees required by the regulations, but Mr. Brand explained that they were made high on purpose to discourage frequent and unnecessary appeals.

Full consideration will be given to all of the views expressed, and they will be taken care of in the revised rules which will be issued within a few days.

## BALTIMORE PROTESTS AGAINST EMBARGO

The Interstate Commerce Commission had a hearing in Baltimore, November 1 and 2, on the complaint of the Baltimore Chamber of Commerce against Baltimore railroads because of:

Insufficient elevator facilities.

Discrimination against corn.

Discrimination through modified embargoes.

The corn business of Baltimore which is ordinarily very heavy, amounted to but little last season, on account of the continued refusal of the railroads to freely accept corn.

The Pennsylvania Railroad and Western Maryland Railway have for several months allowed export grain to come forward when satisfied that same would not be unduly delayed at the seaboard, the plan calling for proof to railroad representatives here of definite steamship engagement and near approach of vessel. This, the modified embargo plan, compared with absolute embargo, has created unfavorable comment and unsparing criticism, because it has left the railroad facilities for use by the exporters alone, while the commission men and receivers with long established trade relations in the West have been out of business except as circumstances made it possible for them to obtain permits from exporters.

The hearing disclosed a breadth of view highly commendable to the exporters and the relation this market bears to the entire shipping community.

Geo. S. Jackson of Gill & Fisher testified that while his personal interests would be advanced by the modified embargo plan, he felt that continuance of it would result in the gradual concentration of the Baltimore grain business into the hands of a few exporters and this he did not consider would be favorable for the Baltimore market.

He explained the satisfactory relations the commission men and receivers bear to the exporters and stated that continuance of the former plan of grain coming freely from Maryland, Pennsylvania and other nearby states, as well as from the Middle West and beyond, coupled with round lots from grain centers, was unquestionably a fairer and better plan for all concerned, than the one that would prevail by continuance of the modified embargo.

E. F. Richards of John T. Fahey & Co. supported this view, adding that as an exporter, he would doubtless derive an advantage from the modified plan, but feeling that it would not be a good thing for the market, was opposed to it.

President James C. Legg, L. J. Lederer, J. Barry Mahool of Frame, Knight & Co., Jos. M. Warfield of Thos. S. Clark & Sons, and Oscar Gibson of C. P. Blackburn & Co., also supplied testimony in support of the complaint, while from the West Mr. M. F. Murphy of Central Elevator Company, Springfield, Ill., Mr. Leroy Urmston, Indianapolis, Ind., and Mr. E. M. Crowe, Piqua, Ohio, testified in support of the complaint from the standpoint of the Western shipper.

Examiner LaRoe was most attentive and frequently questioned witnesses, in order to have all pertinent facts disclosed.

The railroads submitted figures showing congestions of grain and other commodities and both the Pennsylvania and Western Maryland Railroads expressed preference for the modified embargo compared with the absolute.



The Baltimore & Ohio Railroad has not adopted the modified plan. Their general superintendent of transportation, J. R. Kearney, again drew attention to the activities of some grain shippers who, finding an embargo about to be placed, urged shippers to get all possible grain forward before the embargo was placed.

The railroad mind cannot recognize the propriety of such a course, although completed contracts and avoidance of expensive ocean demurrage were involved.

Examiner LaRoe extended the hearing and held evening sessions, in order to hasten completion of the record.

It was gratifying to Baltimore to have expressions of favoritism of this port made and with the increased elevator capacity of the Western Maryland to present figure of 2,000,000 bushels with further enlargement possible and with the new export elevator the Pennsylvania Railroad has begun to build of 5,000,000 bushels capacity, coupled with the 2,500,000 bushels available by the Baltimore & Ohio, the future is faced with increased confidence on the part of the Chamber that Baltimore will continue to be recognized with its full share of domestic and export grain.

## CAR MINIMUMS AGREED UPON

The subject of car lot minimums, which for so long has been closely pressed by the Transportation Committee of the Grain Dealers' National Association, has finally been disposed of in Central Freight Association and Official Classification territory. Both have officially adopted the schedule which was tentatively agreed upon some months ago.

The following letter from Henry L. Goemann, chairman of the Transportation Committee, announces the full schedule:

I beg to report that Central Freight Association as well as the Official Classification Committee have adopted the following minimums and rules covering shipments of carload grain, same to become effective on or about February 1, 1917.

I trust that you will give same all the publicity possible so that the trade can prepare themselves for the increased minimums when they become effective. The minimums and rules are as agreed upon by the Grain Committee of the Central Freight Association and the Shippers' Committee in connection with the Grain Dealers' National Association.

Barley—Not Sprouted:

In sacks or barrels (Subject to Note 1)... 56,000 lbs.

In bulk (Subject to Notes 1 and 5)..... 60,000 lbs.

Barley-Oats Mixture:

In sacks or barrels (Subject to Notes 1 and 3) ..... 48,000 lbs.

In bulk (Subject to Notes 1, 3 and 5)..... 51,200 lbs.

Barley-Oats Mixture:

In sacks or barrels (Subject to Notes 1 and 4)..... 56,000 lbs.

In bulk (Subject to Notes 1, 4 and 5)..... 60,000 lbs.

Corn—Shelled:

In sacks or barrels (Subject to Note 1)... 56,000 lbs.

In bulk (Subject to Notes 1 and 5)..... 61,600 lbs.

Corn—Not Shelled:

In sacks or barrels..... 40,000 lbs.

In bulk ..... 19,000 lbs.

Oats:

In sacks or barrels (Subject to Note 1)... 48,000 lbs.

In bulk (Subject to Notes 1 and 5)..... 51,200 lbs.

Rye:

In sacks or barrels (Subject to Note 1)... 56,000 lbs.

In bulk (Subject to Notes 1 and 5)..... 61,600 lbs.

Wheat:

In sacks or barrels (Subject to Note 1)... 60,000 lbs.

In bulk (Subject to Notes 1 and 5)..... 64,500 lbs.

Note 1.—In ordering cars for grain the minimum carload weight of which is subject to this note, the shipper must order those cars of weight capacity equal to or in excess of the minimum carload weights prescribed.

Whenever practicable, cars of weight capacity equal to or in excess of the minimum carload weight prescribed will be furnished, and when available they must be used.

Except as otherwise provided in Note 5, if the carrier is unable to furnish a car of weight capacity equal to or in excess of the prescribed minimum carload weight and a car of less weight capacity is available, such smaller capacity car will be furnished and the minimum weight to be charged therefor will be its marked capacity, but in no case less than 40,000 pounds.

Note 3.—Carload minimums shown for these items apply only when the proportion of barley is not over 25 per cent of the mixture.

Note 4.—Carload minimums shown for these items apply only when the proportion of barley is more than 25 per cent of the mixture.

Note 5.—When a car of grain is loaded at shipping point to within three feet of the roof at the side walls of the car and a notation to this effect is inserted on bills of lading by shipper, actual weight, but in no case less than 40,000 pounds will apply. In the absence of a notation to the above effect the prescribed minimum weights subject to actual weights, if in excess, will apply.

## BUFFALO INTERESTS BUILD OHIO GRAIN STORAGE

During the past year the Fostoria Grain Company has added equipment and storage to its plant located on the Nickel Plate Railroad at Fostoria, so that it is now one of the most modern and efficient elevators in Ohio. The working house was built three years ago by the Burrell Engineering & Construction Company of Chicago, and is a wood house 42x48 feet on the ground and 130 feet high, covered with galvanized iron. The elevator has a 16-foot working floor, on which is located a 3,000-bushel per hour Eureka Double Warehouse Separator, a 1,000-bushel Eureka Clipper and a 6-bushel Richardson Automatic Sacking Scale.

Surmounting this is 50 feet of cribbing divided

ated by separate motor. The elevator has two side tracks with capacity for 50 cars.

Fostoria is situated at the intersection of five grain roads, the New York Central & St. Louis, Baltimore & Ohio, Lake Erie & Western, Hocking Valley and Tennessee & Ohio Central, which makes it an especially desirable point for the location of a transfer and storage house of this kind. Official inspection and weights are furnished on all grain handled through the elevator by the Fostoria Chamber of Commerce. G. D. Jones, who was inspector for the Cleveland Grain Company at Sheldon, Ill., for 20 years, is chief inspector.

T. E. Ferguson, for a number of years superintendent of the Cincinnati, Hamilton & Dayton Elevator at Toledo, Ohio, is local manager. The officers of the company are: President, A. T. Ward, of the Townsend-Ward Company, of Buffalo, N. Y.; vice-president, L. R. Good, Bloomdale, Ohio; secretary-treasurer, G. W. Bartlett, of the Churchill Grain & Seed Company, Buffalo; general manager, W. E. Townsend, of the Townsend-Ward Company, Buffalo.

The elevator is being used to a large extent by the Townsend-Ward Company, and the Churchill



NEW STORAGE AND TRANSFER ELEVATOR OF THE FOSTORIA (OHIO) GRAIN COMPANY

into 22 bins with a capacity of 75,000 bushels. On top of the cribbing is a 60-foot superstructure divided into 3 floors. On the first floor is located four trolleys, which distribute the grain to the bins, belt conveyor and loading spouts. On the second floor are located two 96,000-pound automatic hopper scales with type registering beams, and the top floor contains the four elevator heads and drives. All the conveying and elevating machinery was furnished by the Webster Manufacturing Company of Tiffin, Ohio.

The new concrete storage is composed of eight tanks 25 feet in diameter and 78 feet high, which, with the three intersecting bins, has storage capacity of 250,000 bushels. Grain is carried to the tanks by a 24-inch belt.

Adjoining the elevator is a one-story warehouse 42x48 feet, used for sacking room, and a 7-foot basement extends under both elevator and warehouse. In the basement is located the car puller operated by a 25-horsepower motor. There has also been installed a grain drier with 600 bushels per hour capacity and a bleacher of 1,000 bushels per hour capacity. The power consists of 12 motors with total of 215 horsepower, each drive being oper-

ated by separate motor. The elevator has two side tracks with capacity for 50 cars. Grain and Seed Company, both of Buffalo, at the present time, but the facilities of the plant are open for the use of any one desiring to have grain handled there. The Fostoria Grain Company has enjoyed a splendid business ever since the house was erected three years ago, and that business will undoubtedly increase several-fold with the completion of the new storage tanks.

## NEW GRAIN STANDARD PROPOSED

The Bureau of Grain Standardization of the Department of Agriculture is reported as advocating a water-free basis for determining the weight of grain. It is claimed that under the present system the man with dry grain is penalized, inasmuch as the variation in price of the different grades is not as great as the percentage variation in moisture. Careful estimates show that \$5,000,000 is paid out each year in freight rates for the water contained in wheat. The freight charges for water in corn would be much greater. As a theoretical proposition the waste is cheerfully acknowledged, but to provide a practical means of eliminating it is a different matter.



## Ohio Grain Men Meet at Columbus

Fall Meeting Devoted Principally to Crop Reports and Discussion of Grain Standards Act—  
Head of Bureau of Markets Explains How the Act Will Be Administered  
and Answers Dealers' Questions

THE fall meeting of the Ohio Grain Dealers Association brought a large number of dealers to Columbus, November 3, among them being many new faces. The various terminal markets tributary to this section were likewise well represented, so that President John Wickenhiser was confronted by a very good audience when he called the morning session to order at 10 a. m. in the assembly room of the Virginia Hotel and stated the objects of the meeting.

These objects, he declared to be for the most part, the new order governing the grading and handling of corn. He also expressed his pleasure at meeting the grain dealers of Ohio again and was gratified by the large number that came out to the meeting. He then introduced Mr. Charles J. Brand, Chief of the Office of Markets and Rural Organizations, U. S. Department of Agriculture, Washington, D. C., who took charge of what might be called a hearing on the proposed rules and regulations of the Secretary of Agriculture under the Grain Standards Act of August 11, 1916.

Mr. Brand talked along the line of his speech delivered before the Grain Dealers National Association at Baltimore, Md., the previous month. He said a great deal of pressure had been applied to bring about the enforcement of the Act as soon as possible. The Department of Agriculture, however, wished to have the Act inaugurated at a time and in such a manner as could be conducive to the best interests of the entire trade. It was not desired to give special benefits to any one. He told of the several hearings which had taken place at different cities and said that the final draft of the Act was now in the hands of the printers.

Mr. Brand pointed out that the machinery for the conduct of supervision entails a very large problem. In a general way the country is to be separated into

eight divisions, each of these presided over by a supervisor. The boundaries of these divisions have not as yet been decided upon. District supervisors are to be appointed, whose duties it will be to pass upon appeals that come before the licensed inspectors. The Department is opening up thirty-two district headquarters and have an appropriation of \$250,000 for the work. In the territory immediate to Columbus there will be district supervisors, so that an appeal can be taken care of in 24 hours or less.

A few markets will have three supervisors and, as at present contemplated, there are to be established two district supervisors at Toledo, one at Cleveland, one at Detroit, two at Indianapolis, two at Louisville, two at New York, two each at Boston, Philadelphia and Baltimore. Office space has been engaged in about 18 large cities, located as near the Boards of Trade as possible. Offices at Chicago will be in the Continental and Commercial National Bank Building; at Minneapolis in the Flour Exchange Building; at Baltimore in the Chamber of Commerce Building.

Mr. Brand reminded the grain men that the law will go into effect December 1 and said that it was hoped that the new grades for wheat and oats could be put into effect early next summer. He thought they would arrive at standards that would be satisfactory to all—and prove an advantage rather than a disadvantage.

In answer to a question from H. G. Dehring of Curtice, Mr. Brand said that if a dealer shipped what he claimed to be No. 3 yellow corn and it graded No. 4 yellow, there would be no penalty. The grain would sell on its merits. A dealer would not be penalized for mistaking the grade.

Replying to an inquiry from H. Cain of Cleveland, Mr. Brand said the case would be the same as above if there were no inspector at shipper's point. There would be no penalty if the shipper made an honest mistake in his grade.

C. B. Jenkins of Noblesville, Ind., brought up the question of a dealer, located where there was no inspection, shipping a car of supposedly No. 3 yellow corn to a dealer where there was also no inspector.

Mr. Brand replied that it would be a matter of approval of the buyer. No penalty could attach if it did not grade.

H. G. Pollock of Middle Point, said: "I have a car of corn at a point inspected by a Government inspector as No. 3 yellow corn. If it arrives in the East in a heated condition must the buyer take the corn?"

Mr. Brand replied that it would be according to contract whether the corn was sold on point of origin or destination terms.

Mr. King of West Chester, Pa., stated a supposititious case in which he bought at Union City, Ind., on Union City terms, a car of corn which arrived at West Chester, Pa., four days later and was distributed by him to an interior point. He asked what redress he would have if the grain was out of condition and not up to grade.

Mr. Brand said that he would have the right to inspect the grain and call for an appeal within 48 hours only after it had left Union City. There would be no redress later if it was sold Union City terms.

Mr. Pollock explained to Mr. Brand that what the trade wanted was a set of inspectors who would grade uniformly so that No. 3 yellow corn would be No. 3 yellow everywhere. That was what the grain trade needed and he hoped it would work out in that way.

Earl C. Bear moved that inasmuch as the Ohio Grain Dealers Association had been greatly benefited by the presence of Mr. Brand and his explana-



PRESIDENT WICKENHISER AND CHARLES J. BRAND

tion of new conditions under the Grain Standards Act, he should be given a rising vote of thanks. The motion was carried and the session adjourned for lunch.

F. W. Meyer opened the afternoon meeting with a short talk on the Baltimore market. He said that they had tried to find the best basis for new business under the new Grain Standards Act and it seemed best to recommend to foreign buyers the basis of No. 3 mixed corn. The Baltimore market, he stated, had been for a long time opposed to the new law, but since its enactment they would stand behind the law and live up to it in every respect.

James C. Legg, president of the Baltimore Chamber of Commerce, pointed out how Ohio grain dealers were situated most favorably with regard to Baltimore. They were establishing a laboratory at Baltimore in order to better comply with the Government Act, and were also interesting themselves in the matter of embargoes of grain which worked so much harm to the country shipper and grain trade generally. He said that these problems were common to the entire trade and that there existed a strong bond of interest between the grain trade of the entire country.

Secretary McCord presented a "Memoriam" upon members who had died since the last meeting. These were: J. L. Rouze, president of the J. L. Rouze Company of Arcadia, Ohio; J. S. Dewey, president of the Dewey Brothers Company of Blanchester, Ohio; James P. McAlister, senior member of the firm of J. P. McAlister & Company of Columbus, Ohio; C. H. Tingley of Columbus, Ohio.

J. L. King, representing the Philadelphia market, said that conditions were about the same there as prevailing in all points on the seaboard. They had had trouble with off-grade stuff, but were handling it better. He looked for a great improvement in conditions at Philadelphia, as well as all parts of the country, as a result of the new law, and said that they would work with the Department of Agriculture in every way possible to bring about success under the new conditions.

H. G. Pollock of Middle Point said there was no wheat in Van Wert County, only about 65 per cent of oats crop and 65 to 75 per cent of a corn crop matured in good shape. In a few weeks they would be able to shell yellow corn and ship it anywhere. Movements of new corn had been on since October 1. He stated they had shipped out more



C. A. POLLOCK AND H. S. POLLOCK



corn last month than any three months last year, and once shipped they did not hear from it again—a very gratifying situation.

John McDonald, Washington Court House, said: "We have about half a crop of really well-matured corn. Have been taking it in for about two weeks and drying it."

George W. Churchman of Bryan said: "We have been shelling and shipping corn for about six weeks. Corn is averaging about 22 per cent moisture. It takes about 73 pounds of ear corn to make a bushel of shelled corn."

Fred Wickenhiser reported grain conditions in his territory were almost a negligible quantity. About 25 bushels of corn represented a maximum yield per acre from Van Wert almost to Williams County. The best corn would be cribbed and probably come out in the winter. Corn tested about 21 per cent moisture. Good crop of hay.

George E. Stephenson of Rosewood said: "We will have half crop of corn and not half crop of oats, with no wheat."

Earl C. Bear of Hicksville said they had a short crop in his territory. He referred to the honor conferred upon Ohio dealers by having one of their most efficient members chosen president of the Grain Dealers National Association, and said it should be a matter of general congratulation to the entire Ohio grain trade.

W. T. Palmer, Celina, said that Mercer County would ship in wheat. The acreage seeded to wheat was 10 per cent of an average. Oats would run about 60 per cent of normal. They were buying new corn, paying \$1.05 per 100 pounds. Corn averaged about 21.5 per cent moisture.

Fred E. Pond, secretary of the Buffalo Corn Exchange, was asked for a statement of conditions at that market. Mr. Pond stated he was pleased to say that Buffalo was largely on the map, as shown by its recent activities at Baltimore and Chicago. Buffalo had always, and would continue to co-operate with the Department of Agriculture in promoting the adoption and observance of the Federal grades. No one would welcome the standard grades more than Buffalo. He said, in closing, that he would expect to see all Ohio dealers in Buffalo in September, 1917, at the meeting of the National organization.

#### ADDRESS OF E. C. EIKENBERRY

E. C. Eikenberry of Camden read the following on the new law and its application:

The grain trade is about to assume a new relation and will become, in fact, an industry subject to governmental regulation. Beginning with December 1 the Federal Government will exercise supervision over a vital function of interstate and foreign commerce in grain. The use of standards already established by governmental agency for the grading of grain will from that day be enforced and the grading of other grains will automatically pass under this supervision as soon as standards shall have been fixed and established for their grading. This is Federal supervision for the grading of grain, a policy to which for a period of more than four years, finding expression through its National Association, the grain trade has stood committed. The right of injection of semi-control into the affairs of interstate and foreign commerce in grain is assumed as the exercise of two undisputed governmental functions; the right to establish standards of weights and measures, and the right to supervise interstate and foreign commerce.

Grading is a function essential to an organized and systematic traffic in grain. As a basis of quality, determinative of value, grades are as essential as the bushel or the pound, and their exact measure and limitation should, if possible, be as accurately fixed. Into the field of determining such limitations, the Government has long since entered, and now logically follows its initiation of the new and higher activity of creating and applying statutes by which the uses of Federal standards for the grading of grain shipped or offered for shipment in interstate or foreign commerce may be enforced.

In the supervision of grading of grain as contemplated by the provisions of the Grain Standards Act the Agricultural Department is really placed in a relation of close and intimate control of the value determining function of the commerce in grain and incidentally takes cognizance in all its phases of the conduct of such commerce. That it may exercise intelligently and effectively this one important function, a complete and concise knowledge of each and every detail of grain handling is absolutely essential, and every step from production to consumption, by every route of trade and transportation, is made a matter of accurate knowledge.

The mass of information collected by the department is voluminous, probably not only the greatest in volume, but the most useful ever collected by one agency regarding this important branch of commerce, on the right and economic conduct of which much of the material welfare of humanity depends. Neither the Federal Congress in framing the statute nor the authorities in whom is vested the duty of its application seek a revolution in existing methods of handling grain. The knowledge and experience accumulated in the past will be carefully conserved, and it is their declared purpose to use existing organizations and agencies to the end that commerce in grain may proceed with a minimum of disturbance.

The Act is so framed that the states and commercial organizations hitherto exercising the function of grain grading will continue to exercise that function. The continuance of the same inspectors and officials in control of this function is accomplished by compliance with requirements that are hardly more than nominal in character. Every step is arranged so as to permit the free and rapid transportation of grain, using to such ends all the commercially beneficent facilities already in existence.

The law was enacted with no thought of prohibition or punishment. Any legitimate method of trad-



THEY INVITED DEALERS TO BUFFALO IN SEPTEMBER, 1917

ing in grain that in the past has existed can still exist. Every honest and honorable line of business cannot only be continued, but will be safeguarded and protected in its perpetuation. To some branches of the trade opportunities will be multiplied and privileges offered that are new and may prove valuable. We may walk in our business as heretofore, but we must walk in the light. The aim of the law is the greatest good to the greatest number, producer, handler and consumer as a totality; and that is all the people. This is the real end and aim of all governmental activity.

Let us bear in mind the beneficent impulses that actuated the framers of the Act and that actuate those charged with its enforcement. We have no quarrel with them; neither have they a quarrel with us. Let us approach this Act in a friendly manner, divesting ourselves of all prejudice or suspicion. We must co-operate with the Federal authorities to the end that the difficulties of their task may be decreased and our benefits may be enhanced. Let us study the privileges that it extends to us that we may in full measure become the recipients of its good will and material benefits. The law is a servant, not a master; it extends and invites advantage of its privileges. Officials having in charge its enforcement are infinitely painstaking and entirely fair. They do not desire to destroy, but to build up the industry in all its departments.

I ask my fellow grain dealers that we give it a fair trial; acquaintance with the Act will beget confidence in its utility. If in any of its details practice will reveal inefficiency or clumsiness, it will doubtless be modified and rendered workable. Let us join hand in hand with the officials administering the act that the trade in grain may be conducted more economically and more nearly on a scientific basis. The successful business man adopts himself to the changes that time brings to all lines of human endeavor, and his success is measured by the facility with which he meets these changed conditions. And let me repeat, the changes which this new order of things will bring to us are not radical, nor such as to impair our opportunities; therefore, let us extend our hearty co-operation and so adapt ourselves and our business to the changes wrought by action of a Government to which we owe our fealty and a patriotic duty to aid in making this law entirely operative and beneficial.

E. L. Southworth of Toledo gave the position of Toledo in the matter of the new law. Toledo had

always been to the forefront in promoting conditions that would benefit the grain trade at large, and this would prove no exception to this rule.

C. B. Jenkins of Noblesville, Ind., a warmly welcomed visitor at the meeting, spoke for Indianapolis on what he termed its growing business and constantly advancing position in the grain trade. The meeting then adjourned.

#### COLUMBUS NOTES

Baltimore delegates were E. H. Beer, James C. Legg, F. W. Meyer, C. E. Elgert.

Pittsburg came early and stayed late with J. A. A. Geidel, R. W. Young, R. A. Sheets, G. C. Jaeger, Ren Martin, H. G. Morgan.

J. Ralph Pickell, now with the J. Rosenbaum Grain Company of Chicago, made his initial bow to the Ohio trade as a cash grain merchant.

From Cleveland there were Chief Grain Inspector J. E. Heniken, H. Cain, F. W. Blazy, Fred Abel, H. W. Strauss, William McKnight.

A special car from Toledo brought E. L. South-

worth, Fred Mayer, W. W. Cummings, John Wickenhiser, Fred Wickenhiser, G. T. Bowman.

There was a great demand for the pencils distributed with the compliments of J. F. Zahm & Company of Toledo.

Cincinnati sent Robert L. Early of the Mutual Commission Company, H. Niemeyer with the Fitzgerald Bros. Company, B. W. Dulaney, Chief Grain Inspector George F. Munson.

Machinery interests were ably handled by A. S. Garman and W. B. Sutton with Huntley Manufacturing Company of Silver Creek, N. Y.; M. J. Young of Sidney.

James C. Legg of Baltimore, speaking about the large volume of business done at that market, said that in the first nine months of this year there was shipped for export from Baltimore 94,000,000 bushels of grain, a high record.

H. G. Pollock, head of the Pollock Grain Company of Middle Point, and one of the prominent members of the Ohio Grain Dealers' Association, was accompanied to the meeting by his son, C. A. Pollock. Mr. Pollock is now actively associated with his father in the grain business and it was his first appearance at an Ohio grain convention.

Fred E. Pond had a great deal to say about what Buffalo would do for the annual meeting of Grain Dealers National Association in 1917. He was aided and abetted in his statements by H. T. Burns, Leroy and C. W. Urmston, C. C. Lewis, E. E. McConnell, J. J. Rammacher, George D. Southwell, who came over to boost the meeting.

#### ATTENDANCE OF GRAIN DEALERS

C. O. Garver, J. W. McCord, R. F. McAlister, Columbus; C. K. Patterson, Piketon; Chas. E. Groce, Circleville; U. G. Furnas, St. Paris; W. T. Palmer, Celina; H. D. Jewett, Portsmouth; E. L. Allton and J. E. Stayman, St. Paris; Burton Cain, Outville; J. L. Doering, Antwerp; Edgar H. Thierwechter, Oak Harbor; H. G. Pollock and C. A. Pollock, Middle Point; Arnold & Iddings, Bradford; Roe Pugh, Bradford; N. G. Bennett, McComb; J. E. Rinehart, Uniopolis;



E. T. Custenborder, Sidney; Omer Snyder, Tremont City; O. P. Hall, Greenwich; H. P. Clouse, Milford Center.

Earl C. Bear, Hicksville; John H. Myers, Columbus; J. R. Johnson, Baltimore; W. H. Snodgrass, Marysville; H. G. Dehring, Curtice; Earl Mitchell, Kansas; Harry Rapp, Sabina; H. W. Fish, Marion; H. Hall, Unionville Center; J. I. Lindower, Fostoria; John McDonald, Washington Court House; J. Y. Stimmel, Payne; J. S. Cochran, Columbus; A. Felty, Columbus; C. B. Jenkins, Noblesville, Ind.; L. W. Dewey, Blanchester; George W. Churchman, Bryan; Fred Kile, Kileville; O. W. Baker, Conover; Philip Horn, Monroeville; C. W. McMillen and J. F. Parritt, Malinta; J. W. Channel, Melvin; Delmer Moot, Arcadia; D. F. Taylor, Canal Winchester; R. G. Calvert, Selma; E. A. Grubbs, Greenville.

E. C. Eikenberry, Camden; E. O. Teegardin, Duvall; C. W. Pontius, Lewisburg; G. W. Lamb, Hooker; Paul Garrison, Milton Center; E. Milton Crowe, Piqua; Edw. Stritmatter, Portsmouth; W. S. Cook, Columbus; G. A. Payne, Columbus; Frank H. Tanner, Columbus; H. S. Heffner, Circleville; James L. King, West Chester, Pa.; Jesse Lewis, St. Paris; A. E. Huston, Amanda; S. B. Swope, Amanda; C. E. Wilkinson, Sidney; L. G. Shanely, Pemberton; H. W. Wolfley, Prospect; John Noon, Plain City; A. W. McClure, Eldorado; A. G. Smith, Minster; D. W. Earley, Bowersville; Lester Bradds, Bowersville; G. N. Perrill, Xenia; D. S. Cook, Basil; Myron A. Silver, West Jefferson; J. R. North, Groveport; O. M. Clark, Cable; C. O. Barnhouse, Agosta; C. W. Crum, Mt. Sterling; Geo. E. Stephenson, Rosewood; E. L. Troop, Pleasantville.

O. E. Gwinn, Columbus; Lester Dye, Columbus; Wes Hardman, Woodstock; A. M. Daugherty, Derby; J. M. Graham, Orient; C. A. Powers, Genoa; W. M. Myers, Lockbourne; F. P. Hastings, Cedarville; John Murray, West Jefferson; Chas. O. Peters, Columbus; A. H. Cratty, Columbus; G. O. Noecker, Carroll; Arthur Weidinger, Mt. Sterling; C. B. Cranston, Columbus; T. D. Phipps, Carroll; L. L. Motz, Brice; T. P. Riddle, Lima; F. C. Stewart, West Mansfield; C. M. Eikenberry, Hamilton; J. H. Sark, Sahville; P. A. Gallagher, London; Glenn Roberts, Findlay; Ray Latham, Amlin; J. A. Resler, Caledonia.

## ARBITRATION DECISIONS

Three new decisions have been announced by the Arbitration Committee of the Grain Dealers National Association. At Baltimore an amendment to the by-laws of the Association provided for two arbitration committees of three members each to relieve the work of the single committee. It was desired to have these committees represent as nearly as possible all sections and interests, so that the president is considering carefully the proposed personnel. In the meantime the old committee, consisting of D. I. Van Ness, Elmer Hutchinson and E. C. Eikenberry, holds over and awarded these decisions.

The first has to do with a shipment of wheat by the Early & Daniel Company of Cincinnati to the Model Mills Company of Johnson City, Tenn. The contract called for Cincinnati weights and grades. The milling company refused the wheat in spite of the fact that it graded at Cincinnati according to contract. The rejected wheat was diverted to Newport News and sold for account of the Early & Daniel Company at a loss of \$880.44. This amount the Model Mills Company was ordered to pay.

\* \* \*

The second case before the committee, No. 334 on the docket, had a number of features of interest. The case involved a claim of \$83.59 by the Pendleton Grain Company of St. Louis, against McDonald & Co., of New Albany, Ind. On March 30, 1915, defendants wired plaintiffs, in code, to the following effect:

"Postal card offer 3-29 received. Ship immediately, Southern, 5,000 bushels 3 white oats, 57 cents, if free from barley mixture, subject to your immediate reply by telegraph 9:30 a. m." To this the plaintiffs replied that the market had gone up to 57½ cents, and the defendants accepted this price, St. Louis terms. On the same day McDonald & Co., wrote as follows: "We have your telegram and have entered the 5,000 bushels No. 3 white oats at 57½ cents. Kindly watch these oats and see that we do not get barley mixture, as we do not want them. If these oats turn out right we can use a great many of them. Kindly get them out immediate via Southern Railroad."

Plaintiffs send confirmation on printed form with duplicate for defendants to sign. Among the printed conditions of confirmation are the following:

This transaction is made under the rules, regulations and customs of the Merchants' Exchange of St. Louis. Any claims or differences to be settled under the rules and regulations of the Merchants' Exchange of St. Louis.

Payment by demand draft with documents attached.

In signing the confirmation the defendants added: "This grain is to be free from barley mixture." On receipt of this plaintiffs notified defendant that they sold St. Louis inspection, which for No. 3 oats allowed 5 per cent mixture. Defendants answered that they would take the oats if free from barley and referred to initial telegram. On April 3, before the arrival of the grain, drafts and documents were presented, but the defendants refused them and they went to protest. After arrival of cars defendants accepted one and paid the draft on that car, but refused the others, offering, however, to take them at a discount of one cent. This was refused and the oats were shipped to Louisville and sold for account of defendants at a loss to plaintiffs of \$83.59.

The Arbitration Committee awarded the decision as follows:

The merit of this case seems to lie with the defendants, plaintiffs having courted trouble in ignoring stipulation of defendants in their telegram initiating the transaction, that the oats must be free from barley mixture. It is true that Rule 4 of Trade Rules of Grain Dealers National Association plainly states that "upon receipt of said confirmation the parties thereto shall carefully check all specifications named therein and upon finding any differences, shall immediately notify the other party to the contract by wire. However, the committee would not hold this necessary in this instance, as defendants had written on date of this purchase a confirmation containing the specific statement that oats must be free from barley mixture, and this confirmation must have been in hands of plaintiffs at or about the time of the receipt by said defendants of said plaintiffs' confirmation. Would hold both equally guilty of violation of Rule 4.

It is unfortunate for defendants, however, that they executed an acceptance of the terms of plaintiffs' confirmation, including an agreement to settle all differences under the rules and regulations of the St. Louis Merchants' Exchange. Clearly a dispute arose and defendants again violate their contract by refusal to adjust the difference by method to which they had agreed.

The committee holds that the defendants violated their contract in two essentials:

- (1)—Refusal to honor demand draft.
- (2)—Refusal to adjust the difference in manner prescribed in contract.

And further, that had defendants paid drafts on demand and then in accordance with Rules and Regulations of St. Louis Merchants' Exchange have submitted a claim for one cent difference per bushel on account of grain in controversy, there would have been no delay and no resale for account of said defendants with loss of \$83.59 to plaintiffs. On the other hand plaintiffs shipped grain containing barley mixture in face of expressed stipulations on part of purchaser that while oats might be but No. 3 white oats, yet they must contain no mixture of barley. The Committee would accordingly hold plaintiffs liable to defendants in the sum of \$34.17, amount of discount one cent per bushel, and hereby order defendants to pay to plaintiffs amount of \$49.42, being the difference between the loss incurred by plaintiffs and amount set by defendants as discount due said defendants by reason of plaintiffs' failure to ship oats free from barley mixture.

And it is further ordered costs of this action be divided equally, one-half to be assessed against plaintiffs, the other half against defendants.

\* \* \*

The third case, between E. L. Wellman of Grand Rapids and the Frank Kelly Grain Company of Remington, Ind., involved 10,000 bushels of corn. The corn was offered as "cool and sweet" and was accepted as No. 3 corn. Letters and telegrams were exchanged on the matter, but they could not and did not agree, and the committee ruled "that the evidence as introduced does not show that the minds of the parties ever met on the trade of 10,000 bushels of corn in question, therefore we find for the defendants and that the costs of arbitration be paid by the plaintiff."

UNDER date of October 27, the Carranza Government of Mexico published a decree permitting, from November 1 until February 28, 1917, the free importation of lard, rice, barley, lentils, beans, peas, garbanzos, *habas* (beans), and other grains not here-in specified, sugar, flours of oats, barley, corn, rye, wheat and sago.

## A LOUISVILLE LEADER

To the ordinary layman the name of Louisville, Ky., suggests milling and distilling. Both of these interests are large and as a consequence the city assumes a place of considerable importance among the receiving stations for grain. The elevator capacity of Louisville is far greater than its natural location would seem to warrant, and among the plants that handle the products for the mills and distilleries, the elevator of H. Verhoeff & Co. occupies a prominent place.

The elevator was built by Jabez Kirker more than 40 years ago, but has been kept up-to-date in all its departments. It is located on the railroad, having access to all the lines that enter the city and with excellent facilities for handling incoming grain or distributing it to local plants or through the Southeast. Its capacity of 200,000 bushels is often tested to the limit during the season, for the plant has been successfully operated by its



PLANT OF H. VERHOEFF & CO., LOUISVILLE, KY.

original owners and even more so by the company that now operates it.

Originally the power was supplied by a steam plant, but for a number of years electricity, with individual motor drives on all the machinery, has been used. In line with its reputation for progress, the elevator has a Hess Drier and also a plant for sulphuring oats.

The location of an elevator on a railroad is the severest kind of test for appearance and durability. The Louisville Elevator, by which name the plant of H. Verhoeff & Co. is known, has established a record in both respects. The owners appreciate that appearance goes a long way and also that frequent covering with the right kind of paint adds many years to the life of the material of which it is constructed. For a long time they have used Dixon's Silica-Graphite Paint, made by Joseph Dixon Crucible Company of Jersey City, and have found it productive of longevity and new business.

## ADVICE FROM AN EXPERT

The following questions were asked recently of the *Journal of Commerce* (New York) and answered by experts on that paper:

### Meaning of C. I. F.

New York.—I would like to ask for a fuller explanation of the term "c. i. f." sometimes used in connection with foreign inquiries. In general the term means "cost, insurance and freight," but I would like to know just what, in your opinion, is meant by the words insurance and freight, the word cost, of course, meaning the cost of material quoted on. In addition to what you may have to say, will you please comment on the following:

2. Does the word insurance include war risk?
3. Does the word freight include cost of unloading or customs' fees at port of destination?
4. Does seller's responsibility extend to actual delivery of goods to port of destination whether that be the dock or f. o. b. steamer?
5. In case of loss, does the seller or the buyer make claim?
6. Suppose seller quoted c. i. f. London, England, when does his responsibility end and just what items in addition to cost of goods should be included in price when quoting on basis of c. i. f.?

S. U.



Reply.—1. A sale c. i. f. is a sale in which the price covers the cost or selling price of the goods, insurance upon them during transportation and freight to destination. All of these expenses are borne by the seller.

2. We are of opinion that insurance covers the war risk if a war is in process at the time of the sale, but otherwise not. In short, it covers such risks as both parties may reasonably be supposed to have had in mind when the contract was made.

3. Freight covers only the cost of carriage, and does not include charges for unloading nor port fees.

4. The seller's responsibility ends when he has

made proper delivery to the carrier. If the goods suffer any damage thereafter the buyer looks to the carrier or the insurer.

5. If the goods are lost the claim is to be made by the buyer. They are his goods from the time of shipment.

6. "C. i. f. London" means cost, insurance during the voyage and freight to London. The seller's responsibility ends, as in other cases, upon proper delivery by him to the carrier. The letter "c" does not represent "cost" of the goods to the seller, but the selling price, on the amount charged for the goods by the seller to the buyer.

## Modesty and Getting the Business

The Difference Between Blowing and Pushing—Business Comes to the Man Who Goes After It—Success Is the Gentle Art of Anticipating Your Competitor

By KENNETH C. CARDWELL

THE rush of business, the press of competition, is no place for a shrinking violet. It may be true, as the poet feelingly remarked, that many a flower is born to blush unseen, and so forth; but the business man who feels that he is such a flower, or any flower at all, for that matter, is not likely to accomplish anything resembling what the multitude calls a howling success. But there are undoubtedly many men to be found in business who are right in the violet class, little as they could be said personally to resemble anything of the sort.

In the grain, hay and feed business, for instance, there is the small dealer who, more or less contented with his lot, is never to be found making any efforts to spread out; and there is the man who sits around taking things as they come, and letting one opportunity after another slip past, into the hands of somebody who appreciates them and knows how to take care of them. Shrinking violets, these, even if they do consider themselves as being lusty cornstalks, if anything at all in the plant line. And, moreover, they are frequently to be found hinting that the other fellow, the one who grabs the gravy, as it were, does so by devious and questionable means, unworthy a high-minded business man who insists upon orders coming and making him take them.

Not long ago, being in the very beginning of the circus season of this year, an instance illustrating beautifully the way these things work out, occurred in a good-sized town where, as in most communities, there are plenty of grain dealers doing business. In a given section of this town there were several dealers, including the one who had been in business for some years, and had accumulated a very respectable following, and one who had broken in only a few years back, and was still finding the pasturing pretty thin. It was these two who formed the contrast between the shrinking violet and the energetic but plebian jimpson-weed, to select something as different as possible from the gentle flower.

Jim Thompson, as the big dealer may be called, was pretty well satisfied with himself, as he had a perfect right to be in some respects. He had accumulated a tidy bit of money and property, besides his regular business, which returned him a good income; so he felt that he could take things easy, getting down to the office and warehouse rather late in the day, and leaving whenever he got good and ready. He had several assistants who did fairly well, for hired men; but, of course, they were constitutionally unable to give to the business the same keen attention that J. T. himself had once given. In fact, he felt that it was unnecessary, in view of his secure position in the trade.

"I've got about all the business I can handle, which is about all there is to get, as far as that is concerned," he pointed out one day, in justifying his comparatively untroubled course of life. "All of these grocers and small business men around here get their stuff from me, and so do nearly all of the contractors and teamsters who run any number of wagons. Of course, if there was anything else worth going after you'd see me

hustling for it; but so far as I can see, I've about grown to my limit, if I do say it myself; and what's the use worrying about it?"

"This boy Tom Jimpson seems to be a nice sort of lad, and I'm really sorry to see him running around trying to build up a business where there's not a chance on earth for it. He might know that if there was anything worth while loose I'd have grabbed it long ago, and yet he started in out here, trying to make a living out of my leavings, as you might say. Oh, yes, he's getting a little something, I suppose—just about enough to pay running expenses and give him a small salary, as far as I can see. They tell me that he keeps going after a lot of this outside business, big stuff—as if he had any chance for that! I'd go after it if I thought it worth while; but what's the use? These big guys get all of that, so I don't worry myself with it."

So Jim continued to take it easy, refusing to worry, according to his habit, even when his books showed a slight falling off in business now and then; a bad sign, if he had only thought of it. And Tom Jimpson kept on his efforts, futile as some people thought them, not only to build up a permanent business with people whose business was worth while, but to grab off the occasional large contracts which were to be had. Anybody who cares to figure it out can readily arrive at the correct answer, which is that Jim's business would very probably continue to drop, little by little, while Tom's would continue, in the same way, to increase. It's a way business has of going to the man who goes after it, in a good many lines besides the feed and grain trade.

At any rate, it was not long after the posters were up advertising the coming of the first circus of the season that Tom Jimpson made a mysterious trip out of town, following some investigations which he had made regarding the manner in which these itinerant attractions did business. Ascertaining in this case that the billing had been taken care of through a local posting company, and that the advance man who attended to other business details had not yet struck the city, he managed to locate him in the town ahead, in order to put through a little idea of his own.

"These people must require a considerable amount of stuff for their horses and other stock," he ruminated. "Now, where do they get it? Surely they don't carry it along with them—of course not; they must buy it wherever they land; and that means that somebody right here in this town is going to get a good chunk of business when that outfit lands here. Of course I'm small potatoes, and never handled any of that business before; but, notwithstanding, why shouldn't it be me? My credit is good, and I can get the stuff if I can sell it. So here's where I make a stagger at it, anyhow."

It was what Tom himself called new stuff for him to go after circus business; but it was not by any means the first time he had tackled a big contract. And, incidentally, it was also new stuff for the circus people to be tackled away in advance on a proposition of that sort. Usually, as most grain

men know, the business is peddled around pretty briskly after the advance man is on the ground, enabling him to get a rather low figure, but mighty few ever think of going back to get the advance man, or, for that matter, of finding out anything about the plan of each particular circus for providing for the feed for its stock.

The upshot of this particular matter was that the man Jimpson landed the business, at a figure which, while profitable to him, was also highly satisfactory to the circus man. The grounds where the show was to exhibit were convenient to the railroad, being selected for that purpose; and that made it a simple matter to arrange for the necessary carloads of hay, oats and corn to be delivered on the proper date. Altogether, it was quite the biggest deal Tom has ever handled, and he was duly proud of himself. Not that he went around bragging about it. His idea was to emulate the modest violet in that respect, for several perfectly good business reasons; but when going after the business he was generally found to have an amazingly good opinion of himself, and to be perfectly willing to tell his prospective buyer about it.

It was this tack which he used, a week or so after the circus had departed, in going after a certain other bit of business which he had had in mind for some time. This was in connection with the annual county fair, held not so very far from the suburb where he—and Jim Thompson and others—did business; and while it had for years been the custom for the feed business at the fair to be handled on a sort of free-for-all basis, it was Jimpson's idea that it would be a good thing all around, at least as far as he and the fair people were concerned, to do things differently this year.

"Look here," he put it to the president of the Fair Association, who was also the biggest man on the directorate, and virtually the whole show, "I know that about every grain and hay man in town has always sold stuff on the grounds heretofore, and, as far as that is concerned, I'm not asking that they be shut out this year. But here's what I want to do: Let me put up a neat shed in a convenient corner of the grounds, on the fair switch, and handle a branch business there, with your license as official feed dealer to the fair. I'll pay a fair amount for the privilege, and if people buy their stuff of me as they ought to do, under the circumstances, it will help you by keeping just that many more wagons from cutting up your grounds and interfering with other traffic."

The negotiations were prolonged, resembling greatly the diplomatic interchanges which ensue when, for example, a mysterious submarine sinks a liner and drowns a few Americans; but indications are that this fellow Jimpson, a small and insignificant fly-speck in the grain business, is going to get an underhold on the very respectable business handled annually at the fair, which will make him quite a figure in the trade. And yet Jim Thompson says that automobiles are responsible for the way business is falling off, and that he's mighty glad he began his own business years ago, when things came easier, and these big, unfeeling competitors weren't so hard on a man.

Maybe he's right, too. Undoubtedly, he was lucky in not having to go up against some energetic upstart like Jimpson, because it looks very much as if Jimpson would have been the big man, instead of Thompson. He will be in a few years, anyhow. And when he gets there with both feet, as he undoubtedly will, some of the boys will still be standing around and pointing out how little chance there is to get in on really desirable business without a pull of some kind, and how little future there is to the grain business nowadays for an ambitious man.

Of course, it's all in the way you look at it. There are men who have the peculiar knack of digging around and finding business, somehow, in dark holes and corners and unexpected places where others, perhaps of slower wit or less vigorous ways, have never thought it worth while to look. And there are others who refuse to consider themselves as unworthy of notice, and of the better bits of business, and who wade in regardless of the prestige of this and that competitor.





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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

**CHICAGO, NOVEMBER 15, 1916.**

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

### BREAD AND ELEVATOR SERVICE

**B**READ is the universal foundation of diet. When the price of bread threatens the equilibrium of wages and sustenance, the people are heard from. At present they are raising their voices in a mighty chorus, which has started scores of commissions and committees investigating into the causes of high prices. ¶ The bakers say their profits have vanished with the rise in price of flour; millers claim that wheat prices force them to charge for their product more than they have for many years; farmers claim that the spread between their price for wheat and what the consumer pays for bread is excessive. The grain dealer is between the millstones of producers' complaint and millers' wail, and has to put up with a large share of the popular disapproval. ¶ The *Bakers' Helper* for November, in discussing the costs of bakers' bread, makes the editorial assertion: "There being absolutely no data on bread alone, it is impossible to make any comparisons between bread and any other product of the bakeries—as to costs of materials or labor involved in its manufacture, or value of the product." ¶ Much the same condition exists in regard to the manufacture of flour, and yet bakers and millers do not hesitate to pass the buck of high prices onto the most convenient neighbor they have in the handling of grain products. ¶ Unfortunately the grain trade cannot clear its skirts of this mud slinging, because it does not possess the facts. Elevators do not know what it costs to handle grain and if Government or private agents should come to them in the course of their investigations very few, indeed, would be able to present intelligent data to show that the profits from handling grain in its raw condition are no greater than

those taken by the manufacturers of flour and bread. ¶ As a matter of fact, honest investigation will probably show that only fair and legitimate profits are taken all along the line, and that the method of handling as practiced at present is the most economical that could be devised. High prices are not due to excessive profits, but to unusual circumstances over which no one has control. Nevertheless the grain trade can clear itself of blame only by having facts to present to the inquisitive public.

### AVOIDING LITIGATION OR DISPUTE

**A** JOINT committee of the Chamber of Commerce of the state of New York and the State Bar Association has issued a report on its investigation of the "Rules for the Prevention of Unnecessary Litigation." ¶ The report is divided into three parts: 1. Prevention of litigation at the source. 2. Prevention of litigation after the facts become fixed and before suit. 3. Prevention of litigation after suit. ¶ While there is comparatively little actual litigation in the grain business, the great number of arbitration cases show that the trade could profit by a careful reading of this report. ¶ Ninety-nine per cent of the documents used in the trade are contracts, or shipping papers. With these for the most part the trade is thoroughly familiar. Of the remaining 1 per cent, the advice of the joint committee is excellent: Consult counsel in advance of important undertakings and also when uncertain of any contemplated action . . . . Remember that if consulted in time, a lawyer can prevent disputes that later he could not cure. ¶ In regard to the contract, the committee says: "Its office is to bring together the minds of the opposing parties. If the contract is perfect it will so provide for all possible contingencies that during its continuance there shall be no room for dispute as to its meaning . . . . Remember that contracts entered into by carelessly spoken words or loosely written letters are as dangerous as other ambiguous contracts." ¶ Careless is undoubtedly the cause of most disputes. Details of importance are omitted, not because they are not recognized, but because they are taken for granted. No specification can safely be taken for granted in a contract; it should be plainly set forth. This applies equally to acceptances.

### COMPETITION AND PROFITS

**J**AMES E. BOYLE, of the North Dakota Experiment Station, in his investigation of agricultural economics, recently questioned some of the co-operative elevators of the state, if the average farmers' elevator imposes a penalty on members delivering grain to competitors. He found that while most of the co-operative companies had such a penalty clause in their by-laws, it was seldom enforced. In summarizing the replies from about 150 elevators, he says: It is evident that the penalty clause, where it exists, is rarely enforced. And, furthermore, where it is enforced, it does more harm than good. It is, therefore, not the cure for the evil aimed at. The true remedy has been suggested, fair treatment, patience, good-natured toleration of the members' whims, and, finally, a good patronage dividend. The patronage dividend will, give it time enough, take care of the problem. ¶ The farmers' elevator is organized on the assumption that it can perform the same service

cheaper than a private or line elevator. If it cannot do it there is no place for it in the community. ¶ If a farmers' company can pay a 5-cent patronage dividend, beside its regular 10 per cent stock dividend, then a regular elevator of the same size might legitimately cut the station price five cents and still make a profit without inviting the common charge of unfair competition. It is obvious in that case that the station price is too high. ¶ After all legitimate expenses are paid it would seem that a 10 per cent dividend or interest on the investment would be all that any elevator ought to expect for merely handling the grain through the house.

### PROTECTING EACH OTHER

**M**ORE than any other allied organization the National Hay Association is developing the credit rating adjunct of the hay business and in a few years will be in a position to give information regarding most of the hay dealers of the country, particularly those against whom members find cause for complaint. ¶ This valuable service is made possible simply by the co-operation of the members. If any man or firm indulges in uncommercial conduct at the expense of a member of the Association, the circumstances are reported to Secretary Taylor. That is all there is to it. But the result is that Mr. Taylor is accumulating a file of the utmost value to the trade, and of course it is at the disposal of any member when a new account is in question. ¶ The labor involved in this service is inconsiderable; the value in many cases might be, and has been, very great, involving hundreds and perhaps thousands of dollars. The Kansas Grain Dealers Association has been advocating such a service. There seems to be no reason why every association should not have it.

### THE NEW ACT AND ITS ADMINISTRATION

**W**HAT are we going to do with Government supervision now that we have it? In its long journey through the legislative mill the Grain Standards Act was shorn of many features to which the trade took exception, and other provisions were added in response to the direct solicitation of the grain interests of the country. ¶ As a result of this willingness on the part of the Department of Agriculture to take advantage of the experience and advice of the trade, we have a bill which is admittedly good, although actual test may make a few minor changes necessary. ¶ One of the features of the bill to which objection was first made was that on the rules for its administration so much depended. The position of the Department in making the rules only after consulting with an advisory committee representing all branches of the trade, and the hearings on the rules after they were promulgated, have happily dispelled all suspicion that the administration of the act was to be by theoretical visionaries or bureaucratic dicta. ¶ The trade has been taken into fullest confidence and it is doubtful if there has been a demonstration of more complete co-operation between the Government and business. ¶ The Act will go into effect on December 1,



except in respect to contracts which were entered into prior to the official promulgation of the grades. Secretary Houston has assured the trade, in *Service and Regulatory Announcement, No. 131*, that the Department aims to work in close harmony with all branches of the industry and does not desire to disturb trade conditions. ¶ On the other hand it is up to the trade to work toward the same end; to accept the Act and the rules for its administration, not in the spirit which seeks to find fault and difficulties, but with the avowed purpose of getting the greatest possible good from the new order and to abide by the spirit as well as the letter of its good intent.

### ARBITRATION OR SETTLEMENT

THAT association is most efficient in settling differences between members which has the fewest disputes in arbitration. The arbitration feature of association work is most important and it has been instrumental in saving thousands of dollars in litigation fees, and much good will, which is more important, for its members. The principle involved has brought to the grain trade a new basis for trust and understanding and has done much to develop care and precision in making contracts and wording telegrams. ¶ Now, however, as we review the decisions for the past year, it seems as if the time had come for a somewhat different policy. It is no longer necessary to convince the trade that arbitration work warrants their membership in an association. Many know its value and a long list of arbitration cases is now more significant of incapacity than of efficient business procedure. ¶ During the past year in state and national associations the arbitration dockets were burdened with many cases, the solution of which was so patent, so obvious, that it would seem any firm or man could be convinced of the equity in the case merely by reference to former decisions without going to the expense and trouble of arbitration. ¶ Some secretaries have shown notable proficiency in this regard, but others seem to be unwilling to shoulder the responsibility. With the precedent of former cases before the trade, the necessity for arbitration should now become infrequent if not actually rare.

### THE SCOOP SHOVELER

THERE is one constructive benefit which a farmers' co-operative elevator will unwittingly give to a regular dealer in the same community. It will educate the farmers to see that it is not always wise to patronize a scoop shoveler, even though he may offer a little more for the grain. The scoop shoveler has no investment in the community; he may or may not return to that station again; he is under no business restraint; he has no neighborhood responsibility. His business in life is to get as much out of a community as he can without giving anything to it. ¶ These things were not considered when the farmer only had grain to sell and went thoughtlessly to the man who offered most, regardless of other considerations; but when the farmer has an investment that must be protected then the scoop shoveler appears

in a different light. The farmer comes at last to appreciate that elevators and other business houses at a country station increase the value of his near-by farm property. He is brought to realize that the community interest, growing out of financial investment, can accomplish more in making the town a place where life is worth living than can the separated interests of those who live there. ¶ Community spirit is the basis of all community improvement; property ownership is the basis of community spirit; therefore it follows that the good that comes from elevator and store investment is greater to every farmer in the community than the trifle more he can get from the scoop shoveler. It is odd that he cannot see this until he actually invests in town property and comes into competition with the man who has no elevator. While we have used only the scoop shoveler as our text, it can be applied with equal truth to the mail order houses and other agencies that take without giving.

### CAR SHORTAGE INVESTIGATION

THE Interstate Commerce Commission on November 8 began a formal inquiry into the supply, exchange, interchange and return of freight cars. Hearings began at Louisville and will be conducted at other points as occasion demands. ¶ In response to a request from Commissioner McChord for suggestions, J. C. Lincoln, manager of the Traffic Bureau of the Merchants' Association, stated that in trunk line territory receivers at New York cannot be charged with unreasonable detention of cars, as under the modified embargo the following rules are in force:

1. The shipper or consignee must furnish satisfactory evidence of definite steamship engagements, which must be confirmed by the representative of the carrier at New York, who looks after the handling of export traffic.
2. The sailing dates of vessels must be known and confirmed.
3. Sufficient time must be allowed between shipping date and the known sailing date of vessels to allow for transportation to New York.
4. Modifications will not be made even under the above conditions if the date of shipment is so far in advance of the date of sailing as to cause cars to be held an unreasonable length of time if on the road or at New York.
5. The above conditions must not be construed as implying a guarantee of time or connection with a specific vessel.
6. Modifications of the embargo order made under the above conditions will be covered by a serial number which will be valid only for the shipment for which issued.

¶ Mr. Lincoln further stated that the time consumed on the road varied from 10 to 50 days from the same point in the same month and also that from a point in trunk line territory to New York the average time consumed in 1915 was 7.2 days, whereas in 1916 it was 28.1 days. If a car reaches the port too late for the sailing of the vessel for which the shipment was intended, it has to be held until the next sailing, but this is not the fault of the receiver. ¶ At the Louisville hearing the superintendent of transportation of the Chicago, Burlington & Quincy Railroad, W. L. Barnes, stated that the apparent shortage was only 60,000 out of a total of 2,600,000 cars, and that greatest cause for shortage was that shippers, fearing they would

not get enough cars, ordered more than they could use. ¶ As a result empty cars lay at many sidings until shippers were ready to use them. This can be true of very few, if any, grain dealers, for with grain lying out on the ground because of the congested condition of elevators in many places, and everywhere an urgent demand for grain cars, there is little likelihood of their waiting unused at elevator sidings. ¶ The present shortage is due to abnormal business conditions. Many plants, organized for an eight or ten-hour day, are working 24 hours. The demands for material of all kinds, for fuel, and for cars to take away the finished products, exceed many fold the ordinary requirements of industry. This cannot last forever and the end of the war will probably witness a rapid return to normal, which, by contrast with the present, will appear to many like hard times. ¶ One question the Commission will have to consider will be, whether or not the railroads are justified in spending money for equipment to take care of emergency needs, which in normal times would be idle. If it seems inadvisable to make this investment we will have to do the best we can with what we have. ¶ There is one possibility of relief, however. Many shippers who have traced car movements for years are strongly of the opinion that the railroads are wanting in the efficiency of their traffic departments. If the hearings make this manifest and are instrumental in effecting a reorganization of these departments great good will have been accomplished.

### CALLING THE KETTLE BLACK

POTS are in the habit of calling the kettle black. When a utensil gets above retaliating in kind it ceases to be a pot. Only a well blackened vessel would indulge in this small caliber hostility. All of which is suggested by three newspaper clippings of recent date, unrelated except in the one particular. One is from the *Winnipeg Tribune*, another from the *San Francisco News Letter*, and the third the *Kenton, Ohio, Republican*, which uses a dispatch from Fargo, N. D. The *Tribune* objects to the distortion which some commission dealer in Chicago gave to the crop report of the Hon. Valentine Winkler, Minister of Agriculture. In this diatribe the Chicago Board of Trade is referred to as "Bucket Shops." No blacker or smudgier name could be applied to any legitimate grain exchange than this. The *News Letter* is rather more general in its accusations and both Minneapolis and Chicago are included. The murky brush contains such pleasing epithets as "Bunk," "high prices squeezed from the public," "spend huge sums to deceive readers," "lie was discovered," etc., all of which being in the discussion of a normal economic rise in price of grain. The innocent *Republican* merely quotes a Fargo dispatch which has to do with the "manipulators" who "succeeded (last year) in reducing the price of grain as low as 89 cents in the Minneapolis market." An appeal to prejudice rather than to reason sometimes makes even a case of rank injustice seem like Christian charity. ¶ If newspaper writers had a little more knowledge of economics and a little less desire for "yellow" notoriety the world would be a happier place.



## EDITORIAL MENTION

The Government suggests dropping the "maize" from milo and the "corn" from kafir. While they are changing why not put the other "f" in kaffir where it belongs.

Estimates of 33,110,000 bushels of rice for our crop this year valued at around \$24,000,000, puts rice growing among the important industries of the nation.

A. W. Thompson, vice-president of the Baltimore & Ohio Railroad, is advocating state owned elevators to take care of shore grain at Baltimore. Evidently Mr. Thompson does not believe that elevators are public utilities.

During the next two years the railroad problems of the country will have more publicity than they have ever had before. If it is clearly shown that improved service demands higher rates, the grain trade will accept the facts and do its part. But first we must be shown.

Embargo of grain promises to demand attention from Congress at the coming short session. It should be borne in mind that the average high level for wheat during the past seven wars has been \$1.90; that after the Civil War wheat went to \$2.85; that world high prices is one of many ugly phases of martial activity; that it is an established policy of this Government, a Constitutional provision in fact, that exports shall not be taxed or hindered.

For the first time since the war began we are beginning to share the burden of the war. We have prospered amazingly in the past two years, but the hemispheres are too closely associated to allow us to get off scot free. The scourge of war touches us only on the back lash, but we will have to bear, in good part, the excoriation of high prices. The productive exhaustion of the world is felt by all the world, and the whole world must share in paying the price.

Because the elevators of the West are bulging with grain waiting transportation Chairman Hurley of the Federal Trade Commission is reported to believe that it disproves the statement that the present grain price is influenced by the law of supply and demand. We cannot credit this report for it would be easy for Mr. Hurley to learn that practically all the surplus of our wheat has been purchased for future delivery, not by a German cartel for the purpose of boosting the price, but by agents of the Allied Governments.

The sparrow is undoubtedly our most despised bird, but according to Professor R. J. De Loach of the Georgia Agricultural Experiment Station, a flock of sparrows attacked a field of millet that had been invaded by the army worm and in 48 hours had cleaned the field. The Biological Survey states that during 1911 and 1912 one brood of young sparrows destroyed at least an average of 2000 alfalfa weevil per day. If this is true of the sparrow whose natural habitat is the city, the value of real field birds like the quail is incalculable.

The Portland, Ore., Commission of Public Docks has sent its engineer-secretary through the Northwest to co-operate with shippers in providing facilities for bulk handling of grain. The time is at hand when the grain sack will be a curiosity.

From the screenings of Western Canadian grain 40,000 tons of small weed seeds are taken each year. Growers pay freight on this, to say nothing of the harm the weeds do to growing grain. Weeds are an expensive luxury.

Argentine grain growers have their troubles, just as we do in this country. The Government has appropriated \$212,300 for use in the campaign against locusts. Part of this sum will be used in propagating a natural parasite enemy of the locusts which has just been discovered. Our own grain states could use a few of these parasites to advantage.

Hessian Fly can be controlled better right now than at any other time of the year. Are the farmers in your community uniting to fight fly? It is an easy matter to control if an entire neighborhood unites, and can be done without cost. It requires only a general agreement not to plant fall wheat until the fall brood of fly makes its appearance. Then the fly will have disappeared by the time the wheat shows above ground.

Co-operative interests are exulting in the fact that in the past few weeks 50 line elevators have passed into the hands of co-operative associations. Line houses were established because only the larger grain companies were able to finance this necessary department of the trade in the early days. Now that the farmers are prosperous enough to finance them, no doubt the receivers are glad to get rid of a troublesome adjunct of their regular business.

Our low wheat average this year has brought out the usual wail of uneconomic methods in use on American farms as compared to those of Europe where high yields of grain are common. But it is now generally recognized that the yield in this country and Canada per labor unit is the highest in the world. It is also true in manufacturing. Except in some highly specialized industries such as dye making, the machine-labor unit in this country produces from two to eight times as much as in Europe which discounts in large measure the difference in wages.

Senator La Follette has recently taken occasion to attack the Milwaukee Chamber of Commerce and other Exchanges on the strength of events which happened many years ago when all business was less conscious of its responsibilities than it is today, and also because of practices which Federal and state investigators have time and again declared to be not only legitimate, but necessary in the interests of economy and justice. Such charges are common enough from peanut politicians and demagogues, and little attention is paid to them, but Senator La Follette's position seemed to warrant the directors of the Milwaukee Chamber in issuing a general denial of the charges.

According to the Insurance Commissioner of Illinois, of the 424 buildings burned as a result of lightning stroke only one was protected with lightning rods. There is a lesson in this for every elevator owner.

A new form of grain elevator is reported from Minnesota. It consists of two cylinders one within the other, with grain bins between the two cylinders as well as in the center. This is an innovation to be sure, but except for advertising purposes, it does not present any particular advantage.

It does not seem difficult to introduce American whiskey or American cigarettes into foreign countries, but when we try to persuade a people to use our grain products when they are not used to them we find ourselves against a stone wall. Is it really more difficult to change a nation's taste, or are the vice propagandists better organized?

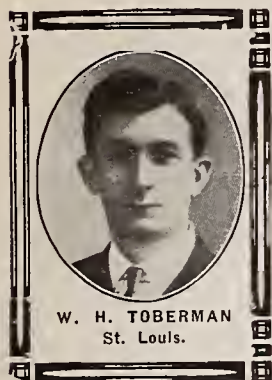
In its November crop report the Government estimates the corn crop at 2,643,508,000 bushels. This is 74,000,000 bushels less than the estimate a month ago, and 412,000,000 bushels less than last year. The five leading grains show returns of 4,707,000,000 bushels this year, which is 1,186,000,000 bushels or 20 per cent less than last year. The following are the latest figures for this year's returns: Wheat, 607,557,000 bushels; oats, 1,229,189,000.

The shades of the stamp tax are still stalking the grain exchanges. A recent ruling, since the repeal of the tax law, made transferred trades subject to the tax, and as these were not generally stamped many commission houses have found themselves delinquent in their tax payments. Internal revenue collectors are busy collecting these old taxes, and some of the amounts are of formidable proportions. The law was a rank injustice and we may at least be thankful it is repealed.

In a tirade against the grain exchanges the St. Paul *Daily News* recently said, "Commission men started extracting their commissions as the paper wheat went from hand to hand among the speculators. . . . The cost of a loaf of bread depends in no little measure on how many times the wheat from which it was made passes from speculator to speculator." As it was "paper" wheat, it would doubtless make paper bread, and any publisher will testify that paper of any kind is expensive in these parlous times.

The English Government has continued its policy of monopolizing the grain trade of that country. A new commission has been appointed, with Lord Crawford as chairman, and announcement was immediately made that 18,500,000 bushels of wheat had been purchased in Australia and that the Government would provide ships to move it. The news caused some selling but it was largely discounted, as England has been the source of many unfounded rumors tending to lower wheat prices since the war began. It is quite noticeable that English buyers generally appear on the breaks.



W. H. TOBERMAN  
St. Louis.

# NEWS OF THE TERMINAL MARKETS

FRED MAYER  
Toledo.

## FAST LOADING

A record of loading grain in boats at Milwaukee, Wis., was made recently when the new Chicago & Northwestern Railway Elevator, operated by the Updike Grain Company, loaded the steamer *Hurlbut W. Smith* with 300,000 bushels of barley and oats in 8½ hours.

## TO ESTABLISH TRAFFIC BUREAU

The Kansas City Board of Trade is taking steps toward the establishment of a Traffic Bureau, and a committee headed by B. C. Moore, president of the Board, has been appointed to select a manager for the bureau. The Board had a traffic manager several years ago, but the office was discontinued.

## ARGENTINE SURPLUS VERY SMALL

"Wheat crop smallest in recent years," say C. A. King & Co. of Toledo, Ohio. "Surplus estimated 36 millions. Average is nearly a hundred. Domestic wants 60 to 70 millions. They harvest mostly in December, some in November. They ship most freely in February and March. Voyage to Europe takes several weeks. They will ship some new wheat in January. Tonnage still scarce and freights high. Population eight or nine millions. Area third as large as ours. Rosario is the leading market. Buenos Aires second. Buenos Aires is a beautiful city of million and half population."

## NO TICKER SERVICE FOR WOMEN SPECULATORS

Women may vote, play bridge, run air ships, stay out nights, but, "Glory be," say the husbands, they may not speculate on the Chicago Board of Trade. Two tickers carrying grain market prices from the Board of Trade to brokerage offices where trades for women had been accepted, were taken out by order of President Jos. P. Griffin. The offending firms operated on the Open Board of Trade. The officials of the Board do not countenance speculative business from women, and none of the larger and more reputable houses accept business of that character.

## A TASTE OF "KENT'S" FUDGE

"Grain excitement not all over. \$2 wheat in Toledo \$1.95¼ for May was Chicago top. Reacted on profit-taking. Higher prices expected later on. Winter is time of decreasing supplies. \$2 wheat gets free front page publicity. Public likes excitement of high prices. Record markets encourage public buying.

"Europe is patronizing our quick lunch counter. We have shortest European trade route of all big exporting wheat countries. European purchases cash and futures this week in United States and Canada between 12 and 15 million. We will soon scrape bottom of our export wheat bins.

"Clearances of wheat and flour North America this week 5½ million bushels. Less than half of year ago. Even at this rate our surplus won't last long. Argentine has troubles of its own. Their surplus is undergoing anti-fat treatment. May not be over 30 to 35 million on the new crop. First expectation was 100 million.

"Europe may mix cornmeal with wheat flour. Will the United States do the same? It is not necessary, unless we allow foreigners to raid domestic supplies. Bulges revive embargo talk. An American embargo is European nightmare. "Do your shopping early," is their motto. Frenzied wheat purchases the result.

"Wheat movement small compared with year ago. There is not the wheat to move. Northwest and Winnipeg movement about half of year ago. Primary receipts half as large as last year. Toledo receipts small, 52 cars this week, of which 35 No. 2, 4 No. 3, 3 No. 4. Also 110,000 bushels spring wheat by boat. Toledo has glad hand ready for wheat receipts.—[Southworth & Co., letter of week closing November 13.]

## ROBERT L. EARLY

There was organized at Cincinnati, Ohio, in June of the present year a grain commission firm known as the Mutual Commission Company. This fact ordinarily would carry no especial significance were it not for peculiar relation borne by the principals of the new company to the grain trade. To put in very briefly Robert L. Early and W. A. Daniel, who comprise the Mutual Commission Company, are sons respectively of H. Lee Early and the late



ROBERT L. EARLY

L. B. Daniel of Early & Daniel Company, one of the oldest and foremost of the grain firms on the Cincinnati market.

It is not saying that the new concern asks any favors or expects any prestige on account of their illustrious parentage. They will stand on their own merits, as young, energetic hustlers in the grain trade who will build up a business on the foundation of reliable service to their patrons, and an organization which will work together with the single aim of their customers' interests.

Robert L. Early, whose portrait is given herewith was born August 16, 1894, in Cincinnati and after completing course in the public schools of Cincinnati attended the Ohio State University, graduating in June of this year. He has been brought up in the grain business, so to speak, is

popular with his business associates and starts in his business career with all the requisites for making good.

## A MARKET OPINION

The foreign demand for wheat continues to sustain values, and there appears to be little prospect for any decided setback while it continues of recent proportions, more especially as receipts are comparatively moderate.

Receipts of corn increased for the week, but this fact was not regarded as material while a large export demand was in evidence. Purchases on good declines seem warranted as long as there is a good foreign demand.

The recent export inquiry and decrease in the primary movement of oats have helped to give the market underlying strength. The general situation of all grains would seem to warrant purchases on a reasonable setback.—[From letter of Ware & Le-land, Chicago, week ending November 13.]

## REFLECTIONS ON CORN

J. F. Zahm & Co., of Toledo, say in letter of week ending November 13:

"Argentine crop reports have been coming unfavorable all week. This is an important factor because Argentine supplies Europe with more corn than the United States. Foreigners have contracted considerable new corn for later shipment, and bought quite a little Chicago December and May. Cars are mighty scarce. Stock of corn in all the markets is about the lightest ever known. Receipts would be large if cars were obtainable. December and May shorts, especially the December, are hoping the car situation will change. Bulls say if it does not there will be "fireworks" in the December. They believe that corn will sell higher any way because it is too much under wheat; foreigners will use it as a substitute, etc., etc."

## THE NOVEMBER GRAIN TREND

"The November grain trend apparently rests with the bulls who become active during breaks. The 75,000,000 reduction of the 1916 corn yield to 2,643,000,000 is another proof that during 1916 anything that happens will be bullish. Current export news indicates that Europeans are taking every wheat bushel when offered. The total North American wheat sales of the week to date may be 8 to 10 millions. Make your own guess. Many sales probably repeated. Broomhall now hints freely of "corn mixtures," and if Europe buys our corn greedily the much-threatened heavy feeding reduction in the seven surplus states will be negated for some months by car shortage and failure to build large terminal stocks against April 15.

"The net United States wheat surplus left for export on December 1, 1916, may be 40,000,000, of which 25,000,000 may be sold ahead. These figures allow 50,000,000 for necessary United States old crop reserves July 1, 1917, an amount that was absolutely necessary in 1909. New York wires us that the buying of Canadian wheat this week by England has been mainly futures, probably 5,000,000. United States purchases comparatively light. This report confirms the tremendous pressure on North America for wheat supplies. The 1916 United States corn yield of 2,643,000,000 shows up as an average small crop. The seven surplus states have 1,374,000,000—also a fair small crop average. The main corn factors, however, embrace the Europe demand and Argentina new crop prospects.

"The country may market the livestock and re-



tain extra large corn reserves against a possible 85 to 90 per cent on farms, but European needs will lead. Until the wheat advance is exhausted, corn and oats remain under foreign influences. On current news a 1916-17 Argentina wheat surplus of 35 to 45 millions only seems to be indicated and their new corn surplus will be lucky to climb above 90,000,000. Wheat embargo discussions are apparently a legacy for the month of December. It is fitting that the United States should sell its export grains at the best price. In view of the narrowing down of the remaining United States wheat export surplus, I repeat former ideas that the November 10 to 25 period might witness the high grain points of 1916."—[From market letter of E. W. Wagner & Co. of Chicago, November 13.]

#### THE COARSE GRAIN MARKET

Southwestern receipts of wheat only a little over one-half of year ago and the British interests are said to have made further purchases in Winnipeg. The situation remains unchanged. The offerings of corn were very light and mainly profit-taking sales. Cables were strong, with indications that liberal amount had been worked for export. Country not selling freely and stocks are already very low. Will probably show a further decrease for the week. December still appears in a very strong position, but May is at a level where extreme caution should be exercised. Argentine news on oats is bullish and report from the seaboard indicated about 1,000,000 bushels taken for export. Speculative long interest is very heavy and stocks are liberal. It will take an exceptional demand to cause prices to rise sharply.—[James E. Bennett & Co., Chicago, letter of November 13.]

#### NEW YORK CONDITIONS

While export business of considerable volume was reported on several occasions, it was not in itself sufficient to justify an advance, nor was there any demand from domestic sources to indicate a renewal of buying to replenish depleted stocks. On the contrary dealers' stocks are still ample and at the present level of values, new commitments are made cautiously with a view to supplying special requirements. Philadelphia and Baltimore are again embargoed, while at Newport News it is reported that more than 2,000,000 bushels destined abroad are awaiting the arrival of steamers.

The car situation is becoming more acute now that new corn is moving, and it is reasonable to expect a small amount of oats to primary points. Spot conditions show a slight improvement, inasmuch as the pressure from offerings has recently been gradually reduced. Local transactions for the week are disappointing, and will probably continue below normal until such time as necessity compels dealers to re-enter the market. Meanwhile the basis of cash values will probably be determined by speculative action.—[From market letter of L. W. Forbell & Co., New York, week ending November 13.]

#### CHANGES IN MEMBERSHIP

*Baltimore.*—New members in the Chamber of Commerce are: Jas. Jos. O'Donohoe, E. T. Drury, Oscar Marion Gibson. The memberships of J. Wallace Hyman, Bradley T. Stokes and S. O. Malin have been transferred. Reported by Secretary Jas. B. Hessong.

*Chicago.*—Memberships to the Board of Trade have been granted to Albert E. Hartley, J. Ralph Pickell, Albert R. Taylor, John Simon, Heath T. Byford, W. A. Radford, John W. Hatten, D. McL. Miller and L. G. Bournique. W. S. Nicholson, Joseph D. Lewis, A. G. Becker, Martin M. Schultz, Edw. A. Crawford, Robt. J. Johnston, J. Edw. Graff, J. Harrie Hogan and B. L. Kittle have transferred their memberships on the Board. Reported by Secretary J. C. F. Merrill.

*Duluth.*—W. O. Timerman was elected to membership to the Board of Trade. C. H. Christensen has withdrawn his membership. Reported by Secretary Chas. F. McDonald.

*Kansas City.*—H. C. Gamage was admitted to the Board of Trade on transfer of J. E. Seaver; W. W. Fuller on transfer of W. A. Croysdale. Reported by Secretary F. D. Bigelow.

*Milwaukee.*—New members admitted to the Chamber of Commerce during the past month are: Edward L. Fries, James M. Coughlin, Geo. D. Richards and Aneurin Owen. Transferred memberships are: Frank O. Lenoir, Hiram A. Smith, L. W. Gifford (additional), James L. Crittenden, Otto A. Dirmmer, Alexander Weil, Thos. McAuliff, Louis G. Bohmrich, Theodore L. N. Port, D. E. Sullivan, John B. Henning, Thomas Hanson, deceased, and C. H. Quackenbush. Reported by Secretary H. A. Plumb.

*Richmond, Va.*—Jno. T. Anderson's Sons have been elected to membership on the Grain Exchange. Reported by Secretary Y. E. Booker.

#### GOVERNOR-ELECT JAMES P. GOODRICH

One year ago this month the "American Grain Trade" chronicled the candidacy for the Republican nomination of governor of Indiana, of James P. Goodrich of Winchester. This month we have the pleasure of announcing his election. Mr. Goodrich won by a large plurality from the Democratic candidate, Adair, and the people of Indiana may be



JAMES P. GOODRICH

congratulated on securing a man for governor who will measure up to the big things demanded of a chief executive and who will fulfill all pre-election party promises.

Mr. Goodrich is best known to the grain trade through his membership in the Goodrich Bros. Hay & Grain Company of Winchester, one of the prominent grain firms of the state. The company operates a line of elevators from Winchester and has an elevator at the home city, built only a few years ago, which does an unusually large receiving and shipping business.

#### RECEIPTS LARGER THAN SHIPMENTS

Movement of wheat to this market is larger than the shipments. December wheat, which was 4 cents premium a short time ago, has now gone to 4 cents discount. This is going to prove a handicap to the bulls, if the same continues. While there is no reason to get short at the market, we believe it is reasonable to expect that any accident will be against holders of wheat.

Corn market advanced into new high ground again today. Forecast for stormy weather and reports of export business, together with bullish news from Argentina, were the factors of strength. Movement of corn is disappointing and very few in the trade care to take short side of the market. We believe present high price of corn will curtail the feeding on farms sufficient to make an ample supply for all market purposes. We would keep off the long side, at least until the movement is well under way.

Export interests have been the buyers of oats for the last week, and have absorbed several million bushels. On any sharp decline, oats offer the best opportunities of any of the grains for investment, in our opinion.—[From letter of Sawers Grain Company, Chicago, November 13.]

#### NEW HOME FOR MILWAUKEE CHAMBER OF COMMERCE

At a special election held last month by the Milwaukee Chamber of Commerce the members decided, almost unanimously, to erect a new building. The Building Committee of which President Charles A. Krause is chairman will proceed at once with the preliminary arrangements. The investment will probably be \$1,000,000 for the site and structure.

The original Grain Exchange in Milwaukee was at No. 1 Spring Street, now Grand Avenue. From there Exchange moved to a building on the site of the present one. The present building which has become inadequate to the needs of the growing business at Milwaukee is owned by the Central Investment Company. It was built for the Chamber of Commerce in 1880 by the late Alexander Mitchell. The lease will expire May 1, 1921.

#### TERMINAL NOTES

The Merchants Grain Company has succeeded the F. A. Guy Grain Company of Toronto, Ont.

The Mueller Grain Company of Peoria, Ill., has been receiving a large amount of Argentine corn for sale to local factories.

A new corporation, the John J. White Company of Boston, Mass., has been organized and deal in grain and hay. The capital stock is \$40,000.

The N. Bawlf Grain Company with head office in Winnipeg, Manitoba, has been incorporated in Saskatchewan with a capital stock of \$500,000.

James Richardson & Sons, grain merchants of Winnipeg, Manitoba, Canada, have opened an office at Medicine Hat, Alberta, with H. Y. Johnson in charge.

Two memberships on Chicago Board of Trade were sold late in October at \$7,600 each, the highest price ever paid for memberships in the annals of the Board.

The Electric Grain Elevator Company of Buffalo, N. Y., has about completed a one-story brick office at the foot of Childs Street. Cost of the new building was \$4,000.

M. E. Cook, a former well known cash grain dealer on the Chicago Board of Trade but now residing in Frankfort, S. D., was a visitor "on 'Change" at Chicago recently.

James P. Ryan, who has been associated with the cash grain trade at Chicago, has formed a connection with ReQua Bros., representing the firm as salesman "on 'Change'."

J. Carroll Fahey, junior member of John T. Fahey & Co., grain receivers and exporters of Baltimore, Md., has been admitted to membership in the Baltimore Chamber of Commerce.

R. Ziesemer of St. Paul has succeeded A. G. Chambers on the Minneapolis Board of Grain Appeals and John Owen of Cook has succeeded Charles G. Bryant on the Duluth Board of Appeals.

The grain inspection office of the Department of Agriculture, Washington, D. C., will be located on the second floor of the Johnstone Building at Fifth and Walnut Streets, Cincinnati, Ohio.

Lyman G. Bournique, vice-president and treasurer of the Taylor & Bournique Company, grain merchants of Milwaukee, Wis., has been elected to membership in the Chicago Board of Trade.

The Government Grain Standardization office in Kansas City, Mo., will be located in the Postal Telegraph Building, entire third floor having been secured for occupancy on December 1.

J. H. Eversole has retired from the management of the branch office at Champaign, Ill., of Logan & Bryan of Chicago. Mr. Eversole, who has been with the Chicago firm for the past 9 years, retires on account of ill health.

J. W. Smith & Co. of Pittsburgh, Pa., are constructing two steel tanks at their Exchange Ele-



vator, having a capacity of 15,000 bushels each. The new storage was made necessary by the company's increasing business.

The C. H. Lewis Grain Company has been incorporated at Peoria, Ill., to carry on a general grain commission business. The incorporators are Ethel E. Feltman, V. T. Turner, Frank L. Wood, and William F. Stoltzman.

The Berks County Produce Exchange of Reading, Pa., has been incorporated with capital of \$5,000. Officers are: T. K. Miller, Mohrsville, president; K. C. Kleinsmith, Mt. Penn., vice-president; N. E. Dietrich, Reading, secretary.

Jesse Ridge, who has been connected for years past with S. C. Bartlett & Co., of Peoria, Ill., will have charge of the operation of the new Soo Line Elevator at Minneapolis, Minn., for the Bartlett-Frazier Company of Chicago.

J. E. Seaver, of the Moore-Seaver Grain Company of Kansas City, Mo., has retired from the grain business and will make his future home in California. Mr. Seaver had been a member of the Kansas City Board of Trade for past 38 years.

James T. Mattimore, who has been for a number of years past the representative on the Toledo Produce Exchange of Finley Barrell & Co., of Chicago, Ill., has resigned his position to go with the Citizens' Savings & Trust Company of Toledo.

The highest price for wheat at Baltimore in nearly half a century was paid October 30 when John T. Foley & Co. bought 5,000 bushels of December No. 2 red western wheat at \$2 a bushel, which was 8 cents over spot No. 2 red at the time.

Charles G. Bryant, late chairman of the Duluth Board of Grain Appeals, committed suicide recently by shooting himself. His friends attributed the act to business worries and the fact that he had failed to gain a reappointment to the Board.

The Chicago grain firm of E. W. Wagner & Co. has removed its Buffalo offices from the third to the second floor of the Chamber of Commerce Building. The new headquarters are conveniently arranged and under the management of Wm. S. Doyle.

The Harrington Company has been formed at Minneapolis, Minn., for the purpose of handling Pacific Coast grain. The capital stock is \$50,000. W. V. Harrington is president and treasurer; M. D. Harrington, vice-president, and James De Veau, secretary.

John J. Telford has resigned the secretaryship of the Transportation Department of the Louisville Board of Trade to take effect January 1. He will devote his entire time after that date to the Merchants' and Manufacturers' Association of which he is secretary.

There has been no change in the grain and hay firm of Jas. P. McAlister & Co. of Columbus, Ohio, due to the death of the senior member of the firm, Jas. P. McAlister. The business will continue to be conducted by his two sons, Robert F. McAlister and Jas. D. McAlister.

It fell to Geo. C. Martin, Jr., of Goffe & Carkener Company of St. Louis, Mo., to start cash wheat on to St. Louis market at \$2 a bushel. Two cars sold at that price on October 28 and when the option had advanced another cent a bushel an additional amount was sold at the same price.

E. L. Morris of the Federal Office of Grain Standardization, headquarters at Kansas City, Mo., is preparing to open Texas offices of that department at Fort Worth. It is not yet known who will be placed in charge of the new office as inspector. The service will be opened about November 15.

F. L. Ferguson, secretary and treasurer of the Root Grain Company of Kansas City, Mo., is filling the office of president and general manager of the company as a result of the death of J. C. Root, which occurred a short time ago. The principal ownership in the business remains with Mr. Ferguson and Mr. Root's estate.

J. C. Schwartz, who was suspended from the Chicago Board of Trade in 1890 for business irregularities, has applied for reinstatement. Schwartz who came to Chicago from St. Louis made a fortune in

corn in the 80's but later lost it. He afterwards engaged in the grain business at Englewood, Ill.

The L. H. Pettit Grain Company of Hutchinson, Kan., has planned to build a new 10,000-bushel grain elevator at that point.

H. H. Savage, with the Marshall Hall Grain Company of St. Louis, Mo., has taken charge of the office at St. Joseph, Mo., for that firm.

James A. Butler of the Fraser-Smith Company, Minneapolis, Minn., has been elected a member of the Milwaukee Chamber of Commerce.

Friends of Otto Waitzmann, manager of the wheat department of Rosenbaum Bros. of Chicago, will be pleased to learn he has recovered from the recent illness which seized him at Toledo, Ohio, and is again actively engaged in business.

C. W. Austin has resigned his position of grain agent for the Erie Railroad at New York City and his position is now filled by C. A. Rouse, the recent grain agent of the Erie Railroad at Indianapolis, Ind.

Dr. C. N. Bill, secretary of the Winnipeg Grain Exchange at Winnipeg, Man., for the past 30 years, has resigned and his place has been taken by Dr. C. W. Magill, chairman of the Dominion Grain Commission.

R. S. McCarl, formerly with Kerr, Gifford & Company of Portland, Ore., has started in the grain and hay business under the firm name of R. S. McCarl & Co. Offices are in room 617 Board of Trade Building.

The Langenberg Bros. Grain Company of St. Louis, Mo., will hereafter conduct their grain business separate from their milling business. The latter has been incorporated under the style of the Langenberg Milling Company.

The following were recently elected on the Omaha Grain Exchange, Omaha, Neb., to fill three vacancies in the directorate: H. K. Shafer, treasurer Maney Milling Company; E. S. Westbrook, president of Trans-Mississippi Grain Company; O. M. Smith, vice-president and general manager Missouri Valley Elevator Company.

Bert A. Boyd of Bert A. Boyd Grain Company of Indianapolis, Ind., believes in preparedness, so for the night of Hallowe'en sent all his friends a mask to be worn when removing gates, putting up tick-tacks, etc. Full directions for wearing the mask were given as well as some facts about "The Indianapolis Commission House."

The friends of William J. Dwyer, the new chief of police on the Board of Trade of the city of Chicago, gave a luncheon in his honor on November 4 at the Golden Pheasant Inn, Madison and Clark Streets. As a mark of appreciation he was presented a gold star set with diamonds. Mr. Dwyer started on the Board 16 years ago as messenger boy.

W. H. Chambers, first secretary of the Grain Dealers' National Association and formerly well known in grain circles in the Middle West, has opened offices in Omaha, Neb., from which he will conduct a general grain brokerage business. Mr. Chambers was forced to leave the grain business several years ago on account of ill health, and since then he has resided in California.

John Inglis, the well known crop expert of Logan & Bryan of Chicago, celebrated with his wife, children and grandchildren recently, their golden wedding anniversary. Mr. Inglis was married 50 years ago just after the Civil War in which he served with the Union Army. During his service as crop expert in the past 25 years he has visited Argentina, Chile, Russia, England, France, Greece and Turkey.

The highest price at which a car load of wheat ever sold in St. Louis, Mo., was reached November 1 when a single load containing 2,086 bushels was disposed of by William J. Niergarth of the Marshall Hall Grain Company to the Bernet, Craft & Kauffman Milling Company for \$4,172.67. The carload was reported as the largest ever brought into St. Louis, and the price per bushel, \$2, represented the largest since the Civil War. The car was shipped to the Marshall Hall Grain Company from Kansas.

E. Lowitz & Co., of Chicago, Ill., have established a branch grain office at Quincy, Ill. It will be conducted under the management of Jos. Daniels.

August E. Gruber of the E. E. Delp Grain Company of Philadelphia, Pa., has applied for membership in the Philadelphia Commercial Exchange.

MacKenzie & Day, grain merchants of Chicago, Ill., have established a branch office at Cedar Rapids, Iowa. It is in charge of H. A. Wiese.

Gustav G. Wissner, statistician of the Cincinnati Chamber of Commerce, recently celebrated the fortieth anniversary of his connection with that institution.

The offices of the Bureau of Grain Standardization in Cleveland, Ohio, will be located in the Illuminating Building and it is expected to have them open by November 15.

J. Arthur Haglund, assistant buyer for the Itaska Elevator Company of Duluth, Minn., was recently married to Miss Sophie Johnson of Superior, Wis.

E. W. Wyatt, grain man of Memphis, Tenn., was joined in marriage recently to Miss Eulela Farrell. The newly wedded couple left at once on an extended trip in the East.

C. M. Rice, formerly with the Cavers Elevator Company at Omaha, Neb., has engaged in the wholesale hay and grain business at that place.

Walter Hastings, former manager of the branch office at Hutchinson, Kan., of the Kemper Grain Company of St. Louis, Mo., has been succeeded by H. L. Stover.

Frederick D. Gardner, Governor-elect of the state of Missouri, is a brother of W. A. Gardner, well-known grain man of Chicago, Ill., and formerly engaged in the grain business on the St. Louis market.

Roland McHenry, recently with Hulberd, Warren & Chandler of Chicago, is now a partner with Frank Marshall in the grain business at 309 South La Salle Street, Chicago.

Burton Joseph, member of the Lyman-Joseph Grain Company of Milwaukee, Wis., has been elected secretary and treasurer of the Woodmont Country Club, a leading golf club of Milwaukee.

It is announced that Finley Barrell, senior member of the grain and stock firm of Finley Barrell & Co., Chicago, and New York, will retire from active business but retain his interest in the firm. Later the firm name is to be changed to Block & Maloney. Mr. Barrell retires in order to take a long needed rest. The policy of the house will not be changed. Frank Alstrin and L. M. Stein will be at the head of the Chicago business and the New York interests will be conducted as heretofore by Benjamin Block and P. J. Maloney.

The firm of T. A. Grier & Co., of Peoria, Ill., has been incorporated under the name of T. A. Grier & Co., Inc., with a capital stock of \$50,000. The officers of the new company are T. A. Grier, president; E. V. Maltby, vice-president; Samuel Thomas, treasurer; J. A. Waring, secretary. The business will be conducted under direct management of Mr. Grier and Mr. Waring. Mr. Maltby and Mr. Waring have been for many years connected with the cash grain business in Chicago and are favorably known to the Central and Western trade. T. A. Grier needs no introduction to the grain trade as he has been head of the firm which still bears his name for very many years, doing a general receiving and shipping business which will be continued under the new management.

Horace E. Jackson of Jackson Bros., one of the best known members of the Chicago Board of Trade, while hunting in the north woods of Minnesota, was caught in the blizzard that started last week, and has been lost for four days. As we go to press search parties are combing the woods looking for him and there is still hope that he may be found alive. Mr. Jackson was 63 years old and is an experienced hunter and woodsman, and though he left camp without any provisions it is possible that he has found or made shelter somewhere. The greatest danger, of course, is from exposure. Every effort is being made to find him and the most experienced guides of Minnesota are searching. Claire E. Moore of Chicago and Judge John Schaefer and son, Howard, of Ely, Minn., are the other members of the hunting party.



# TRADE NOTES

The word "great" played an important part in the October advertisement of the Union Iron Works of Decatur. This ad stated that no other corn sheller has such great strength, great capacity, great efficiency, reliability, economy, etc., as the Western Sheller. What is equally to the point there are a very great many of these shellers in use, this fact being one of the best testimonials that can be given to any machine.

In these days of rising prices in the oil stocks an engine commends itself to power users by low fuel consumption at full and fractional loads and by its adaptation to cheapest crude or fuel oil. An engine such as described is manufactured by the Muncie Oil Engine Company of Muncie, Ind. It is made in sizes from 10 to 100 horsepower. It is fully described in Bulletin No. 22, which will be mailed free upon request.

The Macdonald Engineering Company, of Chicago, Ill., which has been building an unusually large number of grain storage and terminal elevators, speaks in its advertisement about "Macenco Results." Any grain dealer who doesn't know what that means can gain enlightenment at the Macdonald offices in Chicago. However, we venture a guess that "Macenco Results" means in grain elevator parlance, "The Best That Is."

Every grain dealer knows the problem with which he is confronted through dirty grain. However, the Beall Improvements Company, Inc., of Decatur, Ill., claims to have this problem solved satisfactorily by their Beall Rotating Warehouse and Elevator Separator. They maintain that no matter how dirty wheat or corn may be this machine will clean it perfectly. Clean once over. The company has a small Beall book on grain cleaning and the "New Beall Separator" which will be mailed to any interested dealer writing for it.

A new flood point in the shipping history of the Goodyear Tire & Rubber Company of Akron, Ohio, was reached recently when nearly 400 tons of Goodyear products were shipped from the factory in one day. The shipments included Goodyear Belting, Hose Packing and Valves and especially grain elevator equipment, power houses and conveyor belting. This record was made despite the heavy shortage of rolling stock now prevailing on the railroads, and is indicative of the efficiency of the Goodyear manufacturing organization.

Careful buyers of machinery look as well to the manufacturers of a machine as to the machine itself. When "they smack of honor both" the buyer can pay out his money with the assurance of getting his money's worth. The Barnard-Cornwall Corn Cleaners and Victor Corn Shellers besides their intrinsic merits are guaranteed by a long established firm most favorably known to the grain trade, the Barnard & Leas Manufacturing Company of Moline, Ill. Any grain dealer desiring this class of machine can secure some very excellent literature on same from the Moline office.

One of the most popular operative features at the mammoth plant of the Goodyear Tire & Rubber Company, Akron, Ohio, is the Goodyear Suggestion System, which enables employees to capitalize their ideas for improving machinery, conditions, methods and product. The suggestion box method is used, with boxes placed throughout the plant in convenient places. Employees are asked to put their ideas in writing and deposit them in the suggestion box. The suggestions are gathered each day and referred to the proper persons for consideration. All are carefully gone over, however inconsequential they may seem. "It's the little things that count," has been demonstrated time and time again by the Goodyear System. Small details that are overlooked by trained experts are often turned into money-makers by workmen of practical rather than technical training.

Many suggestions involving trivial changes in equipment or working conditions have been adopted which later proved to contain big ideas. Interest in the system is well maintained and thousands of dollars have been paid to employees for their ideas.

The Concrete Central Elevator at Buffalo, N. Y., now being built by the Monarch Engineering Company for the Eastern Grain, Mill and Elevator Corporation has included in its modern equipment a Hess Grain Drier and Cooler having a capacity of 36,000 bushels of damp grain daily. Provision is also made for increasing this capacity by doubling the size of the drier installation. The drier can receive grain from boats or cars, a most convenient arrangement for salvage grain, as well as from the bins of the elevator. The drier therefore meets all possible contingencies. An exterior cleaning outfit is placed below the drier so that the dried grain can be cleaned and made ready for storage or immediate shipment. There are now Hess driers located at Buffalo in the June Elevator, Imperial Elevator, owned by Husted & Pratt, and in the Buffalo Cereal Company's plant.

At a recent fire in the plant of the Northwestern Malt & Grain Company, of Chicago, a malt separator was destroyed. As they had to have one of these machines immediately they at once got the Invincible Grain Cleaner Company of Silver Creek, N. Y., on the long distance phone and gave a rush order for a No. 14 machine with a capacity for handling 5,000 bushels per hour. Four days after ordering, the machine newly built from the raw material was shipped in a special car. It was followed in a couple of days by another machine, a No. 9 size. As an indication of the diversified line of machines made by the Invincible company, a recent shipment of eight Giant Cement Packers was made to go in the plant of the Alpha Portland Cement Company at Easton, Pa.

## RUSSIAN MACHINERY REQUIREMENTS

A tender for grain elevator equipment was recently closed in Petrograd which should be of interest to designers and contractors of grain elevators. Specifications show some of the Russian requirements in connection with the building up of their country elevator system which the zemstovs and municipalities, the credit associations and other responsible local bodies are being encouraged by the state to provide.

As time extension, whereby firms outside of Russia might be able to place tenders, is not granted, it would seem advantageous, according to a statement of Mr. C. F. Just, Canadian Trade Commissioner in Petrograd in the Bulletin of Canadian Department of Trade and Commerce, to have a properly authorized representative in Petrograd for dealing promptly and directly with such contracts.

The following was the equipment required for the elevator under construction at the Balakhovo wharf on the Volga:

Eight dressing machines (separators for cleaning rye), capacity 2,000 poods (over 36 short tons) per hour; 13 hydraulic hose filters, with a filtering surface measuring 180 square meters (1,938 square feet) each; 16 cylinders for extracting cockle, diameter 600 millimeters (23.6 inches), length, 2,500 millimeters (98.4 inches) each; 16 cylinders for oats, diameter 800 millimeters (31.5 inches), length 3,000 millimeters (118.1 inches) each.

## SPECIFICATIONS FOR SEPARATORS

Separators of wood to be steady and well balanced, so that when in operation no considerable vibration or jolting be produced. All parts to be made of good material suitable for its special purpose; the castings, tooling, and fitting together of the parts to be faultless. All rotating parts to be strictly balanced and the respective bearings to have easily changeable bushings; the bearings of the main and ventilator shafts to have a ring lubricator and to work without getting hot. All pulleys to have oval rims. The eccentricity of the eccentrics to be not less than 5

millimeters in diameter, and the rotating capacity of the main shaft not less than 450 revolutions per minute.

## SCREENS IN SEPARATORS

The separators to have two oscillating screen beds, each containing three rows of easily removable screens (the receiving, the grading, and the riddling screens); the beds must be so constructed that the angle of inclination of the screens could be changed upward from 15 degrees to 5 degrees. The total surface efficiency of the receiving (first) screens of each separator to be not less than 0.80 square meters (8.6 square feet); the total surface efficiencies both of the grading (second) screens and of the riddling (third) screens to be not less than 3.40 square meters (36.6 square feet). When determining the surface efficiency of the screens, the edges resting on the frames shall not be taken into account. Each grading and riddling screen to consist of three easily removable frames. All the frames of the second and third screens to be of the same shape and dimensions, so that the frames could be fixed at any spot of the screen bed. The receiving screens of each separator to be made of iron 1.5 millimeters (0.059 inch) thick and to have oval meshes 55 by 30 millimeters (2.17 by 1.18 inches).

## SCREEN FRAMES, ETC.

For assembling the second and third screens each separator to be supplied with the following set of screen frames with screens if iron 1 millimeter (0.039 inch) thick, as follows:

(a) Two frames with round meshes, diameter 12, 11, 10, 9, 8, 7, 6½, 6, 5½, 5, and 4 millimeters; six frames with round meshes, diameter 3½, 3, 2½, 2 and 1½ millimeters, i. e., 52 frames in all for each separator.

(b) Six frames with oval meshes; dimensions 20 by 2, 20 by 1½, and 20 by 1¼ millimeters; in all, 18 frames for each separator.

The riddling (third) screens to be fitted with automatic cleaners consisting of steel brushes or rubber balls; if brushes are used, the separators must be supplied with an arrangement for raising and lowering the brushes.

The receiving device of the separator to be so arranged as to secure the uniform equal feeding of the grain to the receiving (first) screens. It is desirable that conveyor worms (distributing screws) be adapted for this purpose. The air chambers of the separators to be of glued veneer in order to prevent the possibility of air entering them.

## VENTILATORS

Each separator to have two ventilators for double aspiration; first before the grain enters the separator and again as it leaves it. The capacity of the ventilators to be not less than 150 cubic meters (5,297 cubic feet) per minute each. The means of determining the efficiency of the ventilators (when the regulating ventilator valves or slides are wide open and when the separator is in operation without grain) shall be worked out by the Granaries' Section, together with the representative of the supplier, at the time the order is given. For regulating the aspiration in the channels that carry air to the ventilator there must be valves or slides, with control levers outside and pointers that move along a fixed scale marked to show complete opening and closing of the valve or slide. The scale to have intermediate gradations between the said marks. Each separator "trunk" (ventilation chamber) to have two valves (an inside and an outside one) for the purpose of automatically letting out the dust.

The weight of the machine and the consumption of power for starting each separator with no load work must be indicated in the tender.

If when accepting delivery of the machines it appears that the surface efficiency of the screens is less than required or that the amount of air from the ventilators is less than 150 cubic meters per minute or that the consumption of power while the machine is in operation with no load work is greater than stipulated by the order, such circumstances may be the cause of the separators being rejected or their value diminished.

## HOSE FILTERS

The hose filters for compressed air to be supplied with strong iron dust-collecting screws and an arrangement for the automatic cleansing of the filters. The wooden chambers of the filters to be of good dry material with no blemishes; the upper chamber to be supported by wooden supports; the tissue of the hose to be dense enough not to let dust through. The lids of the lower chambers to be held by thumbscrews so as to make the dust-collecting arrangement accessible for inspection. Each filter to have a driving belt pulley with an oval rim. The full height of each filter to be not less than 3 meters (9.8 feet) and each dimension of filter on the plan to be not more than two-fifths of a meter (1.3 feet).

## COCKLE SEPARATING CYLINDERS

The cylinders for separating cockle to be of zinc sheets with milled cells, measuring 5 millimeters (0.197 inch) in diameter and 3 millimeters (0.118 inch) in depth; to be adapted for cleaning wheat from cockle, peas, half corns, and sundry fine admixtures; to have a shaft and bearings, bevel-gear system, a groove or slot, that could easily be turned, supplied with scrapers of vulcanized fiber. Each cylinder to measure 600 millimeters (23.6 inches) in diameter and 2,500 millimeters (98.4 inches) in length.



The cylinders for oats to be of zinc sheets with milled cells, measuring 9 millimeters (0.354 inch) in diameter and 5 millimeters (0.197 inch) in depth; to serve for separating oats and barley free from the wheat, to be equipped with the same parts as the cylinders for separating cockle. Each cylinder to measure 800 millimeters (31.5 inches) in diameter and 3,000 millimeters (118.1 inches) in length.

#### RATS OR GRAIN

"The time is here when every grain merchant should consider the enormous loss caused each year from rats," says the Morisrite Manufacturing Company of Bloomfield, N. J. "This is one of the principal seasons for the extermination of this pest as the new grain is now being stored for winter and the rats are coming in for food and quarters.

"It has been estimated that a rat will consume two ounces of grain daily. Do you know what this means to your profits? This animal does not run in single numbers, but in large families. Can you figure what 100 rats will do to your grain bins?

"Did you ever stop to figure out the damage done by this pest to bags, bins and general construction in the elevator and grain warehouses? It is enormous.

"There are several products for the extermination of the pest. The one we beg to mention is put up in tablet form with the food and poisons mixed, sold to the trade as Rat Cure. For a dealer it offers unusual profits. It does the work and the price is reasonable. Two of the features of this product are—No other animal will touch it and there is no odor from dead rodents killed with it. If you are troubled with rats try this product and we are sure you will get satisfaction and unheard of results."

#### NEW RULES AND REGULATIONS FOR GRAIN STANDARDS ACT

The final draft of the rules and regulations which will govern the Federal supervision of corn on December 1 has been issued by the Department of Agriculture. In most respects these rules conform to the tentative draft upon which hearings were held, showing the care which was taken in the original draft, but in some important aspects the rules have been changed upon the suggestions of the trade. In brief, the rules provide as follows:

Regulation 1 defines the many terms used in the Act and in the rules and regulations. Regulation 2 specifies the manner in which inspectors may obtain a Government license and the rules governing his conduct. An inspector may not, within the term of his license, be interested financially, directly or indirectly, in any grain elevator or warehouse, or in the merchandising of grain, or be in the employment of any person or corporation owning or operating any given elevator or warehouse. State grain inspectors may acquire a Federal license upon complying with application requirements if he is 21 years old and has been inspecting grain for one year. Inspectors of Boards of Trade or similar bodies may acquire a license by passing a satisfactory examination, except when the applicant has been continuously employed as an inspector for the preceding five years the examination may be omitted. An inspector's license may be suspended or revoked, the inspector being given opportunity in each case to answer charges against him. Section 11 prevents the monopoly of grain inspection service in any market. It reads as follows:

Sec. 11. Paragraph 1. Each licensed operator whose license remains unsuspended and unrevoked shall, without discrimination, as soon as practicable, and upon reasonable terms, inspect, grade, and certificate the grade of any grain of the kind mentioned in his license, the inspection and grading of which is required under the Act, if such grain be offered during customary business hours for such inspection and grading under conditions which permit the taking of a representative sample or samples and the determination of the true grade of the grain.

Paragraph 2. Each licensed inspector may, at any time upon request, inspect, grade, and certificate the grade of such grain, if the conditions permit the taking of a representative sample or samples and the determination of the true grade of the grain.

Paragraph 3. Whenever, at a point where a licensed inspector is located, there shall be any other licensed inspector, holding a license for the same kind of grain,

who performs inspection and grading services, either independently or under the authority or employment of a board of trade, chamber of commerce, exchange, inspection department, or other organization, the performance by any such other licensed inspector of the duties imposed by this section shall be deemed to be a compliance with this section.

The balance of this regulation is concerned largely with the form of certificate to be issued, the keeping of records, etc.

Regulation 3 has to do with appeals and Section 2 provides:

Sec. 2. An appeal shall be taken (a) before the grain leaves the place where the inspection appealed from was made; (b) before the identity of the grain has been lost; and (c) as promptly as possible, but in no event later than the expiration of 48 hours, exclusive of nonbusiness days, after the recording of the inspection of the grain involved, as required by Section 15 of Regulation 2.

A supervisor may be notified orally or by telegraph of a prospective appeal so that he may take steps immediately to reinspect the grain in question.

The manner of making the appeal, hearings, and other technical features are described at length.

One of the important changes in the new rules is in Regulation 4, covering disputes which arise over grain shipped from a place where there is no Federal inspector to a place where there is none. Section 2 of the original rules read as follows:

Sec. 2. A dispute shall be referred to the Secretary of Agriculture as promptly as possible and not later than the expiration of 48 hours, excluding non-business days, after the grain involved becomes subject to the examination of the party receiving the same.

As this rule gave little or no opportunity for the buyer of the grain to file a dispute, considerable complaint was made and in the new rules it has been changed to the following:

Sec. 2. A dispute shall be referred to the Secretary of Agriculture as promptly as possible, but in no event later than the expiration of 48 hours, excluding non-business days, after the grain involved becomes subject to examination, at the point where the grade is disputed, by the party receiving it.

Regulation 5 has to do with sampling and is a new section made up of some sections appearing elsewhere in the original draft, but with many additions and changes. Complaint was made that provision was not made for sampling grain from elevator to vessel as it was done at Duluth, Chicago and other ports, so the following section has been added to take care of this:

Paragraph 5. In case of grain in an elevator or warehouse, or in any other case not covered in this section, samples shall be drawn from as many different portions of the lot or parcel as will, in the judgment of the sampler, show an average of the lot or parcel.

The jobbing markets complained of the requirements in the sampling of sacked grain, and that section has been modified as follows:

Paragraph 4. In case of grain in sacks, samples shall be drawn from such number of sacks selected at random from the entire lot as will, in the judgment of the sampler, show an average of the lot, except that, if the grade of each individual sack be in question, a sample shall be drawn from each sack.

Finally the following section has been added:

Sec. 7. No rule, regulation, by-law, or custom of any market, board of trade, chamber of commerce, exchange, inspection department, or similar organization, nor any contract, agreement, or understanding, shall be ground for refusing to hear and determine any appeal taken or any dispute referred to the Secretary of Agriculture in compliance with the Act and the rules and regulations prescribed thereunder.

#### GOOD ROADS BOOSTED AT MINONK

There have been plenty of orations and essays on the subject of "Good Roads," and there have been many generous donations to the cause by public spirited citizens, but in the whole history of the movement there has not been a more practical or more generous contribution than that given on October 15, by B. M. Stoddard of Minonk, Ill., one of the largest country grain shippers in the state.

For the last 10 years Mr. Stoddard has made a study of roads; of their high economic value, and of the best means of construction. This study resulted in his determination to demonstrate to the city of Minonk and to Minonk and Clayton Townships, what a good road would mean to them, and he had built, at his private expense, a three-mile stretch of brick monolithic road extending into the country from

the northeast corner of the city. On October 15 the finished road was dedicated and presented to the city and townships. The local paper describes the ceremony as follows:

At the west end of the platform in their own township stood the Clayton officials, at the northeast corner the Minonk Township officials, and at the southeast corner the city officials, both of these bodies also being in their own territory. Official meetings were held and the acceptances of the road were placed on the records.

Mayor Simater for the city, Bert Ridge for Minonk Township, and Joseph Bucklear, Sr., for Clayton Township, made the speeches of acceptance and each with great sincerity thanked Mr. Stoddard.

Hon. James P. Wilson of Polo, a member of the State Highway Commission, then made an address on hard roads that held the closest attention throughout. He showed that it was a simple matter, and not at all costly, to have hard roads all over the state of Illinois. He paid great tribute to Mr. Stoddard and in his eyes no greater nor more valuable gift could have been made.

Mr. Stoddard's presentation speech contained por-



B. M. STODDARD MAKING SPEECH OF PRESENTATION

tions which were real contributions to the historical records of that section of Illinois with which he has been identified for half a century or more. The history of the roadway itself was given by his daughter, Miss Melita Stoddard.

The full significance of this generous gift will increase as time goes on. There is little doubt but that it will prove a prolific seed from which miles of new roadway will eventually spring. In the whole cycle of the marketing of crops from producer to consumer, the greatest economy is found in the improvement of highways. Bad roads are a direct charge against the farmer and to him will accrue the greatest gain in their betterment.

#### WISCONSIN GRAIN TAX

A decision for the plaintiff was handed down by Judge Turner in the case of the state of Wisconsin with relation to Bernhard Stern Sons against E. H. Bodden, tax commissioner. The Stern company alleged that it had been assessed on its property under an old law from May 1, 1915, to May 1, 1916. It was alleged that the property should have been assessed under a newer statute which provides that elevator operators shall pay an occupational tax based on the quantity of grain passing through the elevators in a year, at the rate of one-fourth of a mill per bushel on wheat and flax and one-eighth of a mill on all other grain. Mr. Bodden declares that it was understood before the trial began that no matter what the decision in the Circuit Court, the case would be sent to the Supreme Court, so that the new law might be interpreted. The result of the appeal will be watched by many grain men who realize that this case will determine the interpretation of the new tax law. Owners of the large Superior elevators were represented by attorneys who wanted to study the case.

ON November 6 the Pennsylvania Railroad reported that there were 10,000 loaded cars of grain moving between Chicago and Pittsburgh on its system alone.

BOONE County White corn was originated by James Riley of Indiana in 1876. The parent type was known as White Mastodon, which was a coarse late maturing variety. The new variety matures in 115 to 125 days.



## NEWS LETTERS

### KANSAS CITY

B. S. BROWN - - CORRESPONDENT

**K**ANSAS CITY has been having American Bankers Association Conventions, American Royal Live Stock Shows, G. A. R. Encampments, record (and very large) bank clearings, highly optimistic reports by the Federal Reserve Bank, announcements of automobile and other manufacturers establishing assembling plants and distributing branches; and, in common with some other centers, large receipts and record prices for wheat.

The heaviest October receipts in history were the 8,484,750 bushels of last month; nearly 2,000,000 bushels larger than October, 1915, though only about 75,000 bushels above October, 1914. Farmers seemed willing to sell at the prices, but were deterred by inability to get cars, or to get the cars moved. There were slightly more than 12,000,000 bushels of wheat in storage at Kansas City, October 31, a gain of about 500,000 during the month. Corn arrivals were 572,500 bushels, which has been exceeded several times; but prices were on the highest level, No. 2 yellow touching \$1.04. More oats were received than ever before in October—2,016,200 bushels, the largest previous receipts being 1,378,700 in October of 1913. Stocks of corn declined 302,000 bushels to 54,000 bushels; while oats stocks reached a record level of 3,391,000 bushels, the increase in stocks exceeding the receipts, stocks a month ago being 1,372,673.

\* \* \*

While the car shortage was probably real enough, and still is, the available cars having been like the big fish—always in the other fellow's territory—Kansas Citians say that most of the coal cars used for wheat were on short hauls between country stations and to mills. One Kansas miller in Kansas City recently said that farmers had not been able to ship plenty of wheat (not as much as they wanted to) to market; but that the most serious effect of the shortage was on the miller themselves. A Kansas City dealer said that the greatest difficulty was in getting cars to carry grain directly transferred from an incoming to an outgoing line, and this had been the factor in reducing cash wheat premiums in Kansas City.

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C. V. Fisher, president of the C. V. Fisher Grain Company, who with his family is now residing in Denver, was congratulated recently on the birth of a son.

\* \* \*

The Board of Trade is planning to establish a Traffic Bureau of its own, to look after its interests only. The following committee has been appointed to arrange the Bureau: B. C. Moore, president; J. R. Tomlin, O. A. Severance, G. S. Carkener, C. W. Lonsdale. Ten years ago the Board established a Freight Bureau, and H. G. Wilson was put in charge. His work was so successful for the grain men, that the Kansas City Commercial Club got him to take charge of its Transportation Department, Mr. Wilson continuing his work for the Board. Two years ago Mr. Wilson went to Toledo as traffic manager for its Chamber of Commerce, and R. D. Sangster has been transportation commissioner of the Kansas City club since. Mr. Sangster's work has been increasing rapidly, and the Board has decided rather than to encourage the enlargement of the present Bureau, to establish one of its own. It will probably continue to support

the Commercial Club's Transportation Department as in the past.

\* \* \*

W. W. Fuller, son of Leon A. Fuller, secretary of the Thresher-Fuller Grain Company, has been elected a member of the Kansas City Board of Trade. Mr. Fuller received by transfer the membership of W. A. Croysdale. Mr. Croysdale is now in California, and, it is said, may make his permanent home there; David L. Croysdale, who with W. A. had constituted the Croysdale Grain Company, is now operating that company. A gold watch was recently sent to Mr. Croysdale from his friends on the Board. Mr. Croysdale entered the business 25 years ago with his father and brother.

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Guy A. Moore, treasurer of the Moore-Lawless Grain Company, has bought a tract of ground in Mission Hills, and will build a home there.

\* \* \*

The use of coal cars for the shipment of grain has been a real relief—but a small one. For there has been a situation almost critical in reference to the coal supply, and increases in coal prices have been blamed on the shortage of cars. Coal cars in wheat hauling have been an interesting phase of the case, anyway. The steel cars are covered, for wheat purposes, with a temporary roof usually of tar paper. This roof has protected the wheat from sun and dust chiefly, since there has not been much rain; had there been storms, much of the wheat probably would have suffered more. The recipients have objected to the coal cars, and charged \$10, \$15 and even more additional for unloading them.

\* \* \*

A hearing was had at Kansas City recently by Charles J. Brand, Chief of the Office of Markets and Rural organization of the Department of Agriculture, on the subject of co-ordinating Federal and state supervision of grain grading and inspection. More than 100 representatives of organizations, grain men, growers and shippers, and market men, were present, and the discussion was free. There seemed to be no pronounced objection to the general plan proposed, nor to any of the details. The paragraph in the proposed regulations that provoked the most discussion, was that with reference to low-quality samples, which said that when as much as 2½ per cent of a lot is distinctly low quality, the sample from that lot shall constitute the sample of the whole. It was urged by grain dealers that another sample, from the good part, should be allowed, though a statement should mention the content of low quality. Among those present were E. J. Smiley, secretary of the Kansas Grain Dealers' Association; J. A. Gunnell, secretary of the Missouri Grain Dealers' Association; other officials from Washington; E. D. Bigelow, secretary of the Kansas City Board of Trade; J. W. Holmquist, Omaha, Neb., and many prominent dealers. The Government men went from Kansas City to the Chicago session.

\* \* \*

J. E. Seaver, for 35 years an active member of the Board of Trade, and connected with the Moore-Seaver Grain Company, has retired and will go to Los Angeles, to live, and to join his son, E. H. Seaver, in the manufacture of heating appliances. Mr. Seaver has been very prominent in the trade. He was president of the Board in 1904. During the many years that the Peavey Grain Company was prominent in the trade here, he was the manager of its Kansas City business. Mr. Seaver was called into the secretary's office of the Board, a few days after his retirement was announced, and was presented with a handsome and valuable watch, as a memento of his long association with the grain men at Kansas City, and in token of their friendship. Mr. Seaver sold his membership to Harry

C. Gamage, treasurer of the firm. Mr. Gamage has been with the firm five years, having come to them from the Midland Advertising Company of which he had been manager.

\* \* \*

The Board of Trade members responded liberally to the appeal for funds for the support of German war orphans. W. J. Mensendieck of the Mensendieck Grain Company had charge of the collection, for the Orphan Endeavor Society of Germany, and was able to send forward \$400.

\* \* \*

T. M. Buckridge, an elevator owner at Brock, Neb., while in Kansas City recently, reported that he had had but six cars in the last two months, and his elevator is full, with more farmers waiting for a chance to ship their wheat. The shortage in cars is still the big problem to the wheat growers in that section, and it is not the prices which keep the wheat in the small towns because the farmers are very well satisfied with the prices, and are only too glad to get transportation.

\* \* \*

W. J. Haseltine, traveling representative for the Moss Grain Company, while making a trip in Kansas recently stopped at Buffalo Park, Kan. At that place there are 1,800 bushels of wheat on the ground waiting for transportation. The owner of the elevator at the place reported that he was receiving about two cars a week and the rest of the week he shut up the elevator and waited for cars. The farmers in that section don't ask the price any more, they ask "can you take my wheat." That seems to be the sentiment all over western Kansas, according to Mr. Haseltine. Another instance of this is the case of an elevator man at Quinton, Kan., who recently received an empty car, and within a very short time had received about 25 telephone calls from farmers asking him to ship their wheat in the car. Upon telling one of the farmers that the market was down 3 or 4 cents, the man replied: "I should worry about the price, I want to get my wheat shipped." Mr. Haseltine reports that the fall wheat in western Kansas is looking fine, and a large stand is up.

\* \* \*

The statement by the Kansas Utilities Commission that an increase in demurrage rates would be allowed, as a means of hastening the release of cars, has not caused particular hope of this settling the problem. The increase is not large enough to provide a sharp inducement when an owner is distressed for storage room or for outlet. It is also said that there has not been an excessive abuse of car-holding anyway, since owners get the wheat out as soon as they can.

### BUFFALO

ELMER M. HILL - - CORRESPONDENT

**C**ONSTRUCTION work has been started on the new 2,500,000-bushel addition to the Concrete-Central Elevators of the Eastern Grain, Mill & Elevator Corporation. Nine thousand piles will be driven to bed rock as a foundation for the house which will eventually be one of the largest on the Great Lakes. Two new pile-driving machines are being used by the Monarch Engineering Company, so it is expected the foundation will be completed early in January and the entire house ready for the fall grain movement of 1917. When the first pile was driven under the personal direction of Harry R. Wait, president of the engineering company, among the grain men present were G. T. Torian, well-known in the Indiana markets; Nisbet Grammer, president of the Eastern Grain, Mill & Elevator Corporation; Edwin T. Douglas, president of the Douglas Agency, grain agents, and Norman MacPherson, treasurer of the agency. The New York Central grain terminal yards adjoining the Concrete-Central Elevators will increase its car lengths of track from the present capacity of 500 to 700 as soon as the new structure is completed.



Within the last month the new Dellwood Elevator on the Buffalo River at the Hamburg Turnpike has started operations. It has a storage capacity of 1,250,000 bushels, and is owned and operated by the Archer-Daniels Linseed Oil Company of Minneapolis, Minn. This new industry recently located in Buffalo and constructed a linseed mill in addition to the grain elevator. The first order to the new house was for grain for Delaware consignees. The Dellwood Elevator is of reinforced concrete construction throughout with one marine tower and leg and has all modern improvements for the elevation of grain.

\* \* \*

October storms upon the Great Lakes played havoc with grain vessels and the losses were quite heavy. Many cargoes have reached Buffalo damaged by water and the vessels lost on the lakes with their toll of human lives were in excess of the first fall gales of 1915. The big grain carrier *W. Grant Morden* went aground in the City Ship Canal near the Export Elevator on a recent trip. This vessel lost \$1,000 a day during the two days she was on the mud bottom and owners of the *Gobegic* also lost \$1,000 a day during the time this ship was held up in the channel owing to the stranding of the *Morden*. Vessel delays at this season of the year with such excessive grain carrying charges is proving costly to owners and agents.

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Navigation over the Erie Canal and other state waterways will be closed for the season at midnight, November 30, unless closed sooner by ice. Horse-drawn boats with grain and other freight cargoes must clear Buffalo for points East by midnight, November 20, and steam-propelled boats are given 24 hours additional within which to clear. On the Champlain Canal all boats must clear by midnight, November 26. All boats plying between Syracuse and Oswego on the Oswego Canal must clear by midnight, November 25. On the Black River Canal all boats must clear terminal ports by midnight, November 26. W. W. Wotherspoon, Superintendent of Public Works, says traffic over the Canal during the season rapidly drawing to a close has been very successful, with no serious delays owing to breaks, etc.

\* \* \*

The new marine tower on the Connecting Terminal Elevator on the Blackwell Canal has been completed and placed in operation. This gives the house a maximum unloading capacity of 50,000 bushels per hour. The additional car spout has also been completed, giving the elevator a total car loading capacity of 300 cars per day. With these new additions the Connecting Terminal has double its previous instore capacity and 50 per cent more outstore.

\* \* \*

Grain shippers, apparently encouraged by the scarcity of coal, are figuring that there will be a goodly supply of bulk freighters available for winter storage at Lake Erie ports and have started to bid down as low as 3½ cents for storage capacity. Vessel owners, however, have refused to consider the offer, but in view of the present coal situation there is every indication that the offer will be accepted within the next week or 10 days. The excessive charges asked by owners for grain carriers to hold cargoes at lower lake ports has had a depressing effect upon grain shippers and brokers and only a few charters have been made. Three months ago shippers were bidding 5 and 6 cents for November and December grain. At that time the outlook for boats was poor and there were some shippers who expected to pay as high as 9 cents. With a serious coal shortage staring grain shippers in the face the combination of circumstances had a demoralizing effect upon the market, but the situation has eased up considerably within the last three or four weeks and lower rates will be the rule until the close of navigation.

\* \* \*

Charles Quinn, of Toledo, and Mrs. Quinn were recent visitors to Buffalo. Mr. Quinn, who is secretary of the Grain Dealers' National Association, which is to hold its next annual convention in Buf-

falo in September, 1917, held a conference with members of the Buffalo Corn Exchange. Fred E. Pond, secretary of the Buffalo 'Change, assured the national secretary that the grain men will have one jolly good time during their Buffalo visit and the committee which will have the responsibility of the task is looking forward to the big event.

\* \* \*

Wooden grain carriers at Buffalo and other lake ports are being inspected by United States inspectors of steam vessels to see if they are in proper condition to be permitted to carry grain after November 15. Orders issued by the Federal authorities at Washington warn local steamboat inspectors to enforce the rules rigidly after November 15 because of the danger to vessels from the fall gales on the lakes.

\* \* \*

Receipts of grain at the port of Buffalo during the present season of navigation up to and including October 31 total 142,202,596 bushels, as compared with 116,721,215 bushels for the corresponding period of last year. This is a gain of almost 25,500,000 bushels, most of which was received during the opening weeks of navigation. Last year there was comparatively little grain moved down the lakes until the middle of September, and during October and November, 1915, all previous monthly records were broken. During the present season the movement was exceptionally good during the spring and summer months, but now there is a slight falling off from the corresponding weeks of last year. Local elevators have been handling on an average of 750,000 bushels a day during the past month and some houses have been working day and night shifts in an effort to keep up with the almost continuous procession of grain carriers arriving from Lake Superior ports. Scoopers at a few of the houses last month received as high as \$150 and \$175 for a week's pay. These exceptionally high wages were only paid to house gangs that worked 20 and 25 hours at a stretch during three or four days of the week.

\* \* \*

A number of local vessel men, elevator officials and transportation men have formed an informal bowling club known as the V. E. T. Club, meaning vessel, elevator and transportation. Weekly bowling contests are held and the rivalry aroused between the various interests represented has attracted considerable attention. Charles H. Williamson of the Grain Clearance Corporation has carried off high honors and is the bright and shining star of the V. E. T. George Grammer is running a close second and John Rammacher of the Eastern Grain, Mill & Elevator Corporation is another star bowler.

## INDIANAPOLIS

F. J. MILLER - - CORRESPONDENT

THE elevator of the Home Grain Company at Lagrange was destroyed by fire recently, with a loss of \$25,000. With the building, which was valued at \$10,000, 3,000 bushels of wheat, 2,500 pounds of wool, a large quantity of corn and other grain was burned. The origin of the fire could not be determined.

\* \* \*

Wilbur Erskine, head of the Akin-Erskine Milling Company, of Evansville, is the new president of the Evansville Chamber of Commerce.

\* \* \*

The Fowler Grain Company, of Fowler, Ind., has been incorporated with a capital stock of \$22,000 to operate grain elevators. The directors are Arvel F. Johnson, Lemuel Shipmen and Frank E. Cones.

\* \* \*

The Central Grain Elevator Company, an Ohio corporation which had been doing business in Indiana, has filed a notice of dissolution with the Secretary of State.

After being in court for seven years a case brought by the Nading Mill & Grain Company of Shelbyville against the C., C. & St. L. Railroad has been settled. The grain company obtained a judgment in the Shelbyville Circuit Court for \$1,844.67.

## NEW YORK

C. K. TRAFTON - - CORRESPONDENT

ROBERT S. HARKER, who is operating with the firm of Paul, Robson & Co., which is an off-shoot of the old Liverpool grain firm of Ross T. Smythe & Co., the British Commissioners for the purchase of foodstuffs in this country for the Allies, recently announced that the British Government had promulgated certain instructions under which his firm was operating. A Royal Commission has been appointed to ascertain the amount of wheat and flour supplies in the United Kingdom and to control future purchases and sales. The president of the Board of Agriculture, the Earl of Crawford, is chairman. Alan G. Andreson, a prominent shipping merchant, is vice-chairman, while the other members are: Sir Henry Rew, Sir George Saltmarsh, H. W. Patrick, Hugh Rathbone, Oswald Robinson, S. F. Beale, and T. B. Royden.

The belief is that the Wheat Commission, by virtue of its large powers, its control of shipping, and the fact that it can control prices over a large exporting area as well as in the importing area will be able to reduce food supplies and sell at a moderate price without sustaining losses. It is generally believed that the members of the British grain trade will co-operate with this new Commission for the purpose of preventing further advances in cost.

In reference to the statement that quantities of Australian wheat would be shipped to Pacific Coast ports in this country, Mr. Harker stated that the project seemed quite possible and within the bounds of reason, but whether the wheat would remain in this country or be reshipped to Europe was a question. Mr. Harker said that the Pacific Ocean is considered "pacific in more ways than one." In short, the idea of the shippers seems to be that there will be less danger of submarine attacks on that route.

\* \* \*

C. P. Shilstone, an old member of the New York Produce Exchange, for years engaged in the shipping of breadstuffs, provisions, etc., to the West Indies and other tropical markets, recently opened a new office here and will act as local representative for J. H. Hamlen & Son of Portland, Maine, one of the oldest and most influential firms in the trade, founded in 1846, who will engage actively in the export and import business in this market.

\* \* \*

C. S. McKinstry, who has been associated with the grain trade in various capacity for about 13 years, and for the past four years sales manager for the Hecker Cereal Company in this market, has severed that connection and gone to Chicago. Mr. McKinstry will occupy a responsible position in the newly organized cereal department of the Armour Grain Company.

\* \* \*

Members of the local grain trade were much interested in the manifest of the steamer *Pampas*, which recently arrived here from Argentina. The following items were included in the cargo: Wheat 24,700 bushels, red corn 5,800 bushels, yellow corn 3,200 bushels, linseed 33,900 bushels, and also a quantity of barley and oats. This was one of the boats which was used by bear operators in the wheat market a month or so ago as an argument for lower prices. It will be remembered that there was one day in which prices broke 7 cents with sensational rapidity, owing to claims that several "full cargoes" of Argentine wheat were headed for this country. Needless to say, the employment of such sharp tactics for the purpose of depressing



or advancing prices is severely condemned by all conservative and scrupulous members of the trade.

Still later the arrival was reported of the steamer *Muskegon*, which embraced in its cargo 15,000 bushels of wheat, 120,000 bushels of corn, and 75,000 bushels of barley from Argentina.

\* \* \*

The following have been elected to membership in the New York Produce Exchange: John F. Clark of John F. Clark & Co., grain, cotton, stocks, etc., New Orleans, La.; Frederick L. A. Oettinger, connected with the old grain and provision house of Maguire & Jenkins, and Wm. L. Deetjen of the Manheim Milling Company, Manheim, Pa.

Applications for admission to membership have been received from the following: Thomas C. O'Brien, connected with the Erie Company, which operates the big grain elevator at the Erie Railroad terminal in Jersey City; Frank J. Cunningham, associated with H. B. Watson, local grain trader; and Henry D. Littlejohn, also associated with Mr. Watson.

\* \* \*

Members of the New York Produce Exchange displayed considerable curiosity recently because of the extensive alterations being made in the partition, enclosing the executive offices and the grain inspection department at the southern end of the great trading floor. Upon investigation it was found that the big extension was for the purpose of making room for the new testing laboratories to be used to carry out the new Federal Grain Standards Act, which goes into effect on December 1. The work of inspecting and grading will be done by the Inspection Department of the Produce Exchange under the supervision of two supervising inspectors to be appointed by the Government.

\* \* \*

About eight months ago Samuel W. Bowne, head of the well-known firm of S. W. Bowne & Co., prominent in the hay and grain trade in Brooklyn, where they have elevators and stores, met with an exceedingly severe and shocking accident. While walking through the plant in Brooklyn Mr. Bowne became caught in the conveying machinery as the covering had been accidentally displaced. He became entangled with the screw, which was making 300 revolutions a minute, and one of his legs was virtually torn off below the hip. He was immediately taken to a hospital, and of course, amputation of the leg was found necessary. Early in November Mr. Bowne made his first appearance on the New York Produce Exchange and held an impromptu reception, being in receipt of hearty congratulations from many fellow-members, who were pleased to find him looking exceedingly well notwithstanding his terrible ordeal.

\* \* \*

C. A. Rause, formerly Indianapolis grain representative of the Erie Railroad, has arrived in this city to take the position of New York grain agent for the Erie Railroad, succeeding C. W. Austin, retired.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

WITH the wheat market making new bull records, at the same time that election uncertainties had nervous tension at the extreme high pitch, many speculators and cash grain men breathed a sigh of relief when the final results became known. It is estimated that fully \$50,000 was wagered on the floor of the Merchants' Exchange on the result of the voting; and never in the history of the Exchange has interest in a presidential contest been so acute.

Even with futures rising in leaps and bounds and daily making price history, every piece of news received over the commission house wires and in the extra editions of the newspapers brought cheers or groans in the pit, as it favored or indicated de-

feat for the admirers of either one or the other of the candidates.

Election night will long be remembered on the Exchange, as Secretary Eugene Smith had provided 1,500 chairs for members of the Exchange and their friends to view the return cast on a screen in the north end of the hall. Music and moving pictures also added to the enjoyment of the occasion. Not only was every chair taken, but standing room was at a premium throughout the evening.

\* \* \*

Cash wheat mounted to \$2 on the Merchants' Exchange recently, the highest price recorded in this market since 1877, when No. 2 red wheat sold at \$2.22. Charles Hezel, Jr., of the Hezel Milling Company, East St. Louis, Ill., first established the price when he bought two cars of No. 2 hard wheat from the Goffe & Carkener Grain Company. After the sale the Bernet, Craft & Kauffman Milling Company also took several cars at the same price. Hezel said after the sale that the wheat was the highest his mill had bought in 30 years of business.

\* \* \*

The Langenberg Bros. Grain Company has incorporated the Langenberg Bros. Milling Company, with a capital stock of \$100,000, to take over the milling interests of the grain firm. The incorporators are C. M. Brouster, H. H. Langenberg and Dan Mullally. The Langenberg mills are located in towns in Missouri, outside of St. Louis.

\* \* \*

A cheer went up from cash grain traders on the Merchants' Exchange recently, when corn sold at the dollar mark for a car of No. 2 yellow, the highest price since 1870, when it sold at \$1.03. Following the sale, however, the price mounted rapidly until, at present, quotations on No. 2 yellow corn are about \$1.05 for old and about 98 cents for new.

\* \* \*

C. C. Orthwein, a grain man of Kansas City, was on the Merchants' Exchange recently with A. C. Petri, representative of Finley Barrell & Co., Chicago. Mr. Orthwein formerly was in the grain business here and has many friends on the Merchants' Exchange.

\* \* \*

J. O. Ballard attended a meeting of grain men recently at Sioux City, Iowa, interested in Mississippi River development. Mr. Ballard said on his return that all the cities north of St. Louis are manifesting unusual interest in river development.

## CINCINNATI

K. G. CRAIN - CORRESPONDENT

THE meeting and dinner of the Grain and Hay Exchange scheduled for the evening of October 17 at the Hotel Sinton, at which some matters of considerable importance were on the program for discussion, was postponed by the Board of Directors on account of the sudden death of William H. Kramer, a prominent member of the Exchange. The matters which were to have been taken up at the meeting will be discussed at another time.

\* \* \*

William H. Kramer, well known as a member of the Cincinnati Grain and Hay Exchange and the Chamber of Commerce, died on October 24, following a stroke of paralysis, after which he lingered for a week in a critical condition, finally succumbing. Mr. Kramer was one of the leading members of the trade in Cincinnati, and was extremely popular in many circles. His business and social affiliations, besides those mentioned, included the United Commercial Travelers, Knights of Columbus, Cuvier Press Club and Western Hills Country Club. His widow and two sons constitute the surviving family.

\* \* \*

Beginning with November 1 the rule of the Chamber of Commerce, adopted in accordance with the

contract with the Grain and Hay Exchange, excluding all but members of the Exchange from the trading privileges of the floor, has been rigidly enforced, so far as the separate inclosure reserved for hay and grain trading is concerned. The rule was intended to prevent outside interests, not connected with the grain business, from availing themselves of the trading facilities of the Chamber and the Exchange, and only members, whether members of firms or employees holding memberships, will hereafter be admitted to the inclosure for trading purposes. The proposed enforcement of this rule was one of the chief objections made to the new arrangement by other members of the Chamber, but this has quieted down, and no difficulty whatever is looked for in the future.

\* \* \*

E. A. Fitzgerald, president of the Grain and Hay Exchange, was delegated by the organization to act as its representative at the hearing held in Chicago on October 24 on the proposed rules and regulations to be put in effect by the Secretary of Agriculture under the Grain Standards Act passed by the last session of Congress. The hearing was before Charles J. Brand, Chief of the Office of Markets and Rural Organization, and was widely attended.

\* \* \*

Quarters for the Cincinnati office of the Department of Markets of the Department of Agriculture, to be established for the testing and grading of grain under the recent act of Congress, have been secured in the Johnstone Building, at Fifth and Walnut Streets, and arrangements are being made to open the office on or about December 1. A laboratory with full facilities for testing purposes will be installed in the office, which has about 1,050 square feet of space available. In connection with the new act, examinations have been held for the purpose of establishing an eligible list from which to appoint inspectors of grain for the local market, and appointments will be made by the time the local office is in operation. It is not anticipated that any changes in the personnel of the inspectors will be made, as they expect to qualify under the Federal Act.

\* \* \*

Reports from the Ohio Board of Agriculture indicate that the state's yield of wheat next year will be even less than that of this year, as the acreage sown has decreased from 1,930,000 in 1915 to 1,500,000 this year, while the condition of the crop as of November 1 was only 86 per cent of average. The report points out that seeding was generally late, owing to dry weather, and as a precaution against the Hessian Fly, and that the plant, so far as it has appeared, is small and irregular. The weather has been too dry to promote growth to any extent, and indications are that the crop will go into the winter months short of growth and in tender condition. Corn and rye prospects are also poor, so far.

\* \* \*

The J. Charles McCullough Seed Company, of Cincinnati, was fully vindicated of a charge of trademark infringement and unfair competition, contained in a suit filed against it in the United States District Court by E. W. Conklin & Son. The Conklin Company alleged that the Cincinnati concern had infringed the Conklin trademark "Acme" on grass seed, but it was held by the court, after a hearing of the matter, that the evidence disclosed prior use of the trademark in question by J. Charles McCullough, whose rights were sold to his company in 1913, and that there was no ground for the charges contained in the complaint. The suit was therefore dismissed, the Conklin company paying the costs.

\* \* \*

Some 70 grain handlers employed by 20 Cincinnati grain firms have gone on strike. The men demand a minimum wage of \$16 per week and a 10-hour working day. The demands have been taken under consideration by the employers, but will probably be refused. Grain men state that the strike will not seriously interfere with business.



## DULUTH

S. J. SCHULTE - - CORRESPONDENT

TRADING in durum has been a feature on the Duluth market of late. Competition between exporters and millers desiring to pick up supplies of durum for mixing purposes and for macaroni flour, resulted in a tremendous bulge in its quotation during the past month. On October 16, for example, cash durum sold here at \$1.68 $\frac{1}{4}$ , while recently it sold up as high as \$2.06. The scarcity of supplies with an estimated crop of only 15,000,000 bushels of durum in the Northwest last fall, compared with approximately 50,000,000 bushels in 1915, precipitated the scramble, and under the conditions predictions are made that durum will advance several cents yet before the furore is over. It now commands a premium of 10 cents over spring wheat, while a few weeks ago their markets were on a parity.

Provided the difficulty of obtaining seed can be overcome, it is thought that a large acreage will be sown to durum in the Northwest next spring. Many have expressed fears regarding the seed question, but a Duluth operator who has specialized in durum for years considers that requirements in that connection will be fully met. There are always invisible stores in farmers' hands that high prices will bring out, he contends.

\* \* \*

Concentrated buying by the Allies is imposing a severe handicap in export trade in American wheat this season, in the opinion of Julius H. Barnes of the Barnes-Ames Company, who was a visitor on the Duluth Board of Trade from New York recently. There is now no competition between British, French and Italian grain buyers. They are watching the markets closely and buying to the best advantage whenever a weak day intervenes. So far with the basis at Winnipeg in their favor, exporters have confined their operations in spring wheat mainly to that market. So far as statistics show the great bulk of the spring wheat destined for export this season, shipped from Buffalo to the seaboard, has been from the Canadian West.

Mr. Barnes thinks that there will be a place for every bushel of wheat grown in the United States and Canada this season at good prices in view of world's supply and demand conditions, and through the situation in that respect being intensified by the serious prospective cutting down of the Argentine yield owing to drought. He feels, though, that it would be well for operators to use prudence in increasing their market commitments at this stage.

"Wheat at nearly \$2 a bushel is at a high level, and at that basis efforts to curtail consumption and the use of mixtures in the manufacture of flour are invited," he said.

\* \* \*

Grain men here were shocked over the suicide in his office in the Board of Trade Building on October 24 of Charles G. Bryant, chairman of the Duluth branch of the State Board of Grain Inspection. The shooting is supposed to have taken place about 4 o'clock in the afternoon, but the body was not found until a couple of hours later when the caretaker went into the office to clean it. The victim had a bullet through his skull and a pistol was still grasped in his hand. Mr. Bryant joined the Grain Inspection Department at Duluth 14 years ago and for the last six years he had been chairman of the local branch. He was regarded as a competent, painstaking official, and he had many friends in the trade.

His action was ascribed to business worries and to disappointment over his having been superseded in his position a few days previously, through the appointment to it of John Owens of Cook, Minn.

\* \* \*

Horace S. Jackson, of Chicago, was a recent visitor on the Duluth Board of Trade. In the course of an interview he said that some of the leading

operators on the Chicago Board predict much higher prices still for wheat and other grains. The persistent inquiry by exporters and their willingness to accept offers in all positions he regards as indicating the extent of the shortage in Europe and the general recognition that the war will continue for some time yet. Mr. Jackson commented especially on the extent of the foreign inquiry for oats and the fact that they have been taken lately in million bushel lots.

\* \* \*

The putting through of substantial trade in oats and coarse grains with dealers over the district was reported by W. C. Mitchell of Randall, Gee & Mitchell. Business with Eastern operators in those lines is being curtailed through the difficulty of obtaining cars for making shipments.

\* \* \*

There has been no change in the situation as regards the merchandising of old-crop wheat being held in Duluth elevators, and it is regarded as probable that a considerable tonnage will remain in store here after the close of the navigation season. Up to the present Eastern millers have shown little disposition to meet the high premiums being asked by holders.

\* \* \*

Some export demand for wheat has developed on the Duluth market and the working of 1,200,000 bushels of No. 2 hard winter was reported one day this week. It will be shipped immediately to go out via Buffalo. This will cut down stocks of that wheat in the elevators here to around 500,000 bushels.

\* \* \*

A feature commented upon in grain circles is the steady demand for Canadian wheat of the lower grades to be used by millers here and at some of the mills down the state for mixing purposes. A lot of 156,000 bushels was loaded out recently from a steamer from Fort William at Elevator "S." It will be shipped out to mills at once. So far this fall the movement of bonded wheat to elevators here, however, has been only a fraction of what it was last year, amounting to around 900,000 bushels since August 1, as compared with 2,362,000 bushels a year ago. The bulk of it has come in during the past month. A larger tonnage is predicted between now and the close of navigation. Over 1,000,000 bushels of Canadian bonded wheat was recently bought at Winnipeg for Minneapolis millers, but shipments of it are being made all-rail.

\* \* \*

Trade in oats has been held up of late through the warm weather interfering with lumbering operations in this state, according to R. M. White of the White Grain Company. On account of the current high prices, too, dealers are confining their buying to an immediate requirements basis. Business in prairie hay is also below par at present, and cars are accumulating on the tracks here. There has been a good call for timothy hay, however, and its market is holding firm. It is noted that the railroads are supplying cars to farmers for heavy shipments, while elevator men complain that they are being given the cold shoulder frequently so far as attention to their car requisitions goes.

\* \* \*

Grain shipments from the elevators here are being confined almost exclusively to the package freight boats and small carriers. Vessel-men are offering space at 4 cents, Buffalo delivery, without any interest being shown by shippers here.

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

GRAT enthusiasm is manifested over the prospect of a new building for the Chamber of Commerce. The Board of Directors desiring to cater to the essential demands of all members decided to order a referendum to ascertain the sentiment of the rank and file on this new proposition. And the sentiment was almost unanimous for the

plan to get new quarters. The present building is woefully small and inadequate for the business of handling and selling nearly 100,000,000 bushels of grain per year. Possibly the building was adequate when the business of the local Chamber was 25,000,000 bushels per year, but with the recent gains of 10 to 25 per cent in receipts each season, with the demand for space from new firms opening their branch offices here, with the price of Chamber of Commerce memberships going up sharply in the last few weeks, the feeling is that Milwaukee has in store something decidedly big in the grain trade.

The officials of the Chamber are enthusiastic over the building project and the fine prospects at the present time. President Krause declares that the new building will, without exception, be the finest office building in the city. While plans are not yet made the feeling among the members is that the Chamber of Commerce, being one of the greatest business institutions of the city, requires a large site, and a large building—probably one which will cost at least \$1,000,000 and perhaps much more. There is talk among members that the structure ought to be from 10 to 16 stories high and that it should be big enough and modern enough to last the Chamber for the next 25 years during which time the grain business of the Chamber may be doubled and trebled and certainly increased by many millions of bushels.

The Board of Directors will take the matter up formally at the next regular meeting. The utmost speed in preparing plans will be used because of the congestion in space among the grain firms. The big business of the Updike Grain Company had to be taken across the street to the New Insurance Building. Besides, there are many grain firms as tenants in the First National Bank Building, the Pabst Building and many other downtown structures. The sooner all of these firms can be concentrated into one vast structure, the better for all concerned.

The officers of the Chamber have practically concluded not to build on the present site as a lease only is held on the present building. By selecting another site, business can go on without difficulty in the present quarters until another building is finished. There has also been some comment to the effect that the new building should be on the west side of the river instead of the east side as at present. Other members feel that the building should be retained as near the present site as possible.

\* \* \*

The Chamber of Commerce has issued a reply to the charges made by Senator La Follette that there are many abuses in the grain business as now constituted. The charges made by the Senator were to the effect that fraud is being practiced in the weighing and inspection departments of Boards of Trade in general. He did not have the Milwaukee Chamber in mind when he made the charges, but he said, that since the local Chamber had made an issue so far as Milwaukee is concerned, he felt constrained to train his guns of oratory on that institution. A night was set by the Senator to answer fully and fairly the question of the accuracy of his charges which had been challenged by the Chamber in the form of advertisements in all of the Milwaukee papers. Many Milwaukee grain men went to the Auditorium to hear the story from La Follette's own lips.

Later the Board of Directors of the Milwaukee Chamber formulated a reply to what he had said and published it in the press of the city. The reply told of the elaborate system of inspecting grain and of guaranteeing accuracy of weights so that the shipper has every possible agency at hand to see that he gets justice. Challenging the statement of the Senator, the Milwaukee Chamber called attention to the fact the grain men had invited, urged and implored Federal inspection of grain and that grain leaders of the country had appeared in Congressional committee rooms again and again asking that something should be done.

The reply called attention to reports by the Department of Agriculture showing after elaborate investigation that the present method of marketing and handling of grain is highly efficient. The



reasons for and the advantages of trading in futures were also pointed out and how in the process of hedging there is a real function of value to the grain business. Great satisfaction was expressed by the members of the Chamber with the very effective way in which this unwarranted attack on the grain trade was answered.

\* \* \*

Milwaukee has been very much interested recently in a portable grain drier here which is merely a vessel made over into a grain drier. The ship, built in 1888 for one James Leisk, is a vessel of the old type which has on its deck a large building looking like a grain elevator. Capt. J. A. Shea who commands the vessel tells how he travels around from place to place and salvages grain on vessels that have been sunk, or handles grain that has been damaged by water in elevators and during the regular season sometimes does some work in ordinary grain drying. Grain is dried by the regular process in hot and cold air drafts and then it is sent to the hold, or taken off on another vessel. The ship has made trips to Fort William, Amherstburg, Buffalo and many other points on the Great Lakes where there might be work of this kind to be done.

\* \* \*

The Chamber of Commerce will assist in preparing a rousing welcome for the guardsmen when the remainder of the local men come back from the border.

\* \* \*

Cecil E. Grimes, Milwaukee, and A. Owen of Minneapolis were recently elected members of the Milwaukee Chamber of Commerce.

\* \* \*

The Great Lakes Transit Company has given notice that it will accept no flour and feed after November 15 via Milwaukee and Chicago. This does not affect the Duluth gateway.

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\* \* \*

The largest cargo of grain to be loaded in Milwaukee in three years, it is said, was taken from the new Northwestern Kinnickinnic Elevator leased by the Updike Grain Company. A total of 325,000 bushels of oats and barley was placed on the steamer *Hurlbut W. Smith* bound for Buffalo. The transferring of this large amount of grain will help to relieve the shortage of cars and facilitate the movement of grain at Milwaukee.

\* \* \*

Notice has been received at Milwaukee that the United States Department of Agriculture will establish an office here to administer the new grain law which goes into effect December 1, according to Secretary Plumb of the local Chamber. A. A. Breed, chief grain inspector of the Chamber, has also received notice that an examination of licenses for Federal inspectors will be held soon. Milwaukee will be one place where the tests will be held.

\* \* \*

In a fire that raged nearly five hours the elevator of the Milwaukee Western Malting Company was practically destroyed, with a loss estimated as high as \$200,000. The elevator was one of the oldest structures of the city, having a capacity of about 500,000 bushels. There will be quite a large salvage from the barley, malt and other grains stored there. Most of the grain was badly water soaked.

\* \* \*

The W. M. Bell Company had the distinction of selling the first car of corn at the Milwaukee Chamber which brought more than \$1 per bushel. The car graded No 2 yellow. The first sale at a price above a dollar created a sensation among Milwaukee grain men but now so many cars have sold at that price, or higher, that dollar corn has become almost commonplace in a few days.

\* \* \*

President Krause declares that this year will see the Milwaukee Chamber topping the 100,000,000 bushel mark of receipts. If this figure is reached, it will be an enormous gain from the 70,000,000 bushel mark, or thereabouts, reached last year.

\* \* \*

Milwaukee is having a heavy run of wheat considering the usual trade in wheat at this market.

Receipts have often been going as high as 300 cars per week despite the fact that Milwaukee has not claimed any distinction as a good wheat market. The prices received here have been so attractive that many shippers have felt constrained to patronize the market at Milwaukee. This element of the local grain business is bound to grow in the near future, according to local grain traders.

\* \* \*

There has been a remarkable spurt in Chamber of Commerce memberships due to the plans for a new building and to the great boost in the grain trade of Milwaukee this season. Last May memberships were worth only \$120 each. Now they have sold up to \$500 or higher and the price promises to multiply in the not distant future. The number of memberships is gradually being reduced by purchase and retirement. There are now just 565 memberships, a decrease of a score or more in the last few months. This cut in the number will surely increase the value of memberships sharply as the grain business grows and when the new building is finished.

\* \* \*

The final estimates on the corn crop and other yields of Wisconsin have been unusually interesting. The harvest of corn is placed as high as 62,000,000 bushels of excellent quality, compared with 40,000,000 bushels of poor corn last year.

The oats crop is a little less than the phenomenal yield a year ago, the decline being from 99,000,000 bushels in 1915 to 81,000,000 bushels in 1916.

The barley harvest is placed at 20,000,000 bushels compared to 23,000,000 bushels last year, and wheat is placed at 2,600,000 bushels compared with 3,000,000 bushels a year ago.

The high prices this year for all grain will much more than make up for the decrease in returns.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of October, 1916:

**BALTIMORE**—Reported by James B. Hessong, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	3,124,156	7,748,544	2,712,082	6,308,400
Corn, bus....	1,286,957	119,029	1,382,995	37
Oats, bus....	2,322,441	1,700,850	3,069,911	1,461,594
Barley, bus..	13,688	636,969	96,892	581,914
Rye, bus....	1,935,522	1,360,473	1,613,400	1,325,353
Hay, tons...	5,340	4,572	588	597
Flour, bbls..	277,918	165,767	130,193	62,658

**CHICAGO**—Reported by J. C. F. Merrill, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	6,623,000	5,204,000	5,604,000	3,350,000
Corn, bus....	5,445,000	8,054,000	6,422,000	5,515,000
Oats, bus....	17,861,000	12,416,000	10,502,000	10,547,000
Barley, bus..	4,172,000	2,990,000	888,000	516,000
Rye, bus....	727,000	503,000	581,000	513,000
Timothy seed, lbs. ....	5,631,000	5,578,000	5,363,000	5,283,000
Clover seed, lbs. ....	1,308,000	1,921,000	602,000	596,000
Other grass seed, lbs....	4,220,000	3,422,000	1,340,000	1,530,000
Flax s'd, bus.	158,000	207,000	.....	4,000
Broom corn, lbs. ....	3,306,000	3,043,000	1,859,000	1,608,000
Hay, tons....	23,508	19,874	1,232	4,274
Flour, bbls..	864,000	821,000	814,000	707,000

**CINCINNATI**—Reported by W. C. Culkins, superintendent of the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	678,057	866,486	477,334	678,083
Corn, bus....	694,388	402,429	169,935	205,156
Oats, bus....	541,803	729,363	280,426	731,388
Barley, bus..	223,595	109,330	3,006	3,401
Rye, bus....	34,430	107,845	8,845	74,960
Timothy seed, lbs. ....	18,725	10,824	8,908	9,160
Clover seed, lbs. ....	2,100	4,999	3,092	2,162
Other grass seed, lbs....	22,374	3,055	15,499	11,261
Flax s'd, bus.	21	89	80	11
Broom corn, lbs. ....	177,555	63,078	55,772	20,305
Hay, tons....	18,203	10,116	10,435	7,431
Flour, bbls..	156,083	193,709	107,638	118,105

**CLEVELAND**—Reported by M. A. Havens, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	249,138	146,389	101,020	227,126
Corn, bus....	129,201	203,686	121,379	8,640
Oats, bus....	382,719	578,964	80,503	132,181
Barley, bus..	5,776	2,262	.....	.....
Rye and Other Cereals, bus.	6,392	965	3,332	738
Hay, tons....	4,807	3,859	200	14
Flour, bbls..	109,715	74,885	9,234	14,204

**DETROIT**—Reported by M. S. Donovan, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	305,000	334,000	154,000	124,000
Corn, bus....	315,000	327,000	249,000	229,000
Oats, bus....	477,000	521,000	128,000	181,000
Rye, bus....	62,000	73,000	24,000	82,000
Flour, bbls..	27,000	28,000	36,000	35,000

**DULUTH**—Reported by Chas. F. McDonald, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	4,986,397	23,035,551	2,110,940	19,550,142
Oats, bus....	610,122	1,019,129	306,401	695,795
Barley, bus..	1,108,913	2,851,880	1,424,485	2,896,813
Rye, bus....	583,054	751,460	568,436	1,628,472
Flax s'd, bus.	966,088	230,927	309,004	114,701

**GALVESTON**—Reported by R. T. Miles, chief inspector of the Cotton Exchange and Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	.....	.....	1,378,362	3,089,800

**INDIANAPOLIS**—Reported by William H. Howard, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	265,000	306,000	88,000	113,000
Corn, bus....	1,273,000	935,000	478,000	269,000
Oats, bus....	1,417,000	744,000	511,000	309,000
Rye, bus....	18,000	31,000	21,000	18,000
Hay, cars....	212	199	.....	.....

**KANSAS CITY**—Reported by E. D. Bigelow, secretary of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	8,484,750	6,698,700	7,076,700	4,580,550
Corn, bus....	572,500	545,000	738,750	395,000
Oats, bus....	2,016,200	664,700	318,000	177,800
Barley, bus..	67,200	149,800	128,800	142,800
Rye, bus....	42,900	27,500	30,800	28,600
Kafir, bus....	24,200	129,800	36,000	116,000
Bran, tons....	2,860	2,160	14,400	10,980
Flax s'd, bus.	.....	2,000	1,000	.....
Hay, tons....	28,608	43,692	6,732	2,364
Flour, bbls..	56,750	21,500	277,750	259,000

**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	1,674,250	1,092,500	1,032,939	383,997
Corn, bus....	423,460	660,535	559,800	629,315
Oats, bus....	4,651,040	3,819,000	3,385,128	2,347,375
Barley, bus..	3,428,080	1,935,140	580,112	618,981
Rye, bus....	591,280	707,100	446,160	348,443
Timothy seed, lbs. ....	1,624,795	707,800	63,958	279,806
Clover seed, lbs. ....	672,086	1,378,726	56,904	1,375,944
Malt, bus....	125,800	136,800	958,392	710,100
Flax s'd, bus.	31,200	127,557	.....	.....
Feed, tons...	12,100	32,740	19,591	39,512
Hay, tons....	1,718	1,965	1,092	144
Flour, bbls..	217,150	399,010	249,322	517,492

**NEW ORLEANS**—Reported by W. L. Richeson, chief inspector and weighmaster of the Board of Trade:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	.....	.....	2,361,750	1,474,864
Corn, bus....	.....	.....	102,457	118,540
Oats, bus....	.....	.....	59,180	44,035
Barley, bus..	.....	.....	201,049	.....

**NEW YORK CITY**—Reported by H. Heinzer, statistician of the Produce Exchange:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	6,741,200	.....	5,164,839	.....
Corn, bus....	1,250,200	.....	511,101	.....
Oats, bus....	2,328,000	.....	300,582	.....
Barley, bus..	776,775	.....	895,147	.....
Rye, bus....	155,000	.....	17,142	.....
Timothy seed, seed, bags	.....	.....	.....	.....
Clover seed, bags ....	3,714	.....	1,337	.....
Other grass seed, bags	.....	.....	.....	.....
Flax s'd, bus.	937,200	.....	.....	.....
Hay, bales...	20,442	.....	1,046	.....
Flour, bbls..	609,025	.....	312,550	.....

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	4,528,000	2,719,200	3,928,800	1,376,400
Corn, bus....	502,800	918,000	376,200	746,900
Oats, bus....	2,240,600	1,489,200	1,983,000	1,071,000
Barley, bus..	208,600	32,200	119,000	2,000
Rye, bus....	262,900	180,400	121,000	109,000

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	2,761,539	4,792,500	2,024,879	3,834,556
Corn, bus....	376,884	122,290	303,210	.....
Oats, bus....	1,663,425	1,881,278	1,316,095	1,173,299
Barley, bus..	.....	48,449	.....	116,983
Rye, bus....	6,708	5,496	16,957	732,328
Timothy seed, bags ....	983	1,720	.....	.....
Clover seed, bags ....	1,693	1,660	.....	.....
Flax s'd, bus.	41,785	81,063	.....	.....
Hay, tons....	7,634	5,916	.....	.....
Flour, bbls..	154,629	248,133	37,170	99,477

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce:

	Receipts		Shipments	
	1916	1915	1916	1915
Wheat, bus..	645,039	1,995,180	342,345	918,815
Oats, bus....	.....	258,740	.....	218,242
Barley, bus..	.....	81,405	.....	81,405

All of Canadian origin.





## ILLINOIS

Improvements are being made by the Barrett Bros. on their elevator at Owaneco, Ill.

The grain and coal business of Ralph Allen is now owned by Mathis Bros. & Co., of Lyndon, Ill.

A large coal shed is being built by the Farmers' Elevator Company of Daily, mail Penfield, Ill.

The Meeker Grain & Feed Storage house located at Waukegan, Ill., which burned, is being rebuilt.

A new addition is being built to the plant of the Farmers Elevator Company at Mt. Auburn, Ill.

Construction work has been started on the new Mansfield-Ford Elevator to be built at Lincoln, Ill.

A 10-horsepower electric motor has been installed by the Tiskilwa Grain Company in its elevator at Tiskilwa, Ill.

Frank McCormick has taken charge of the grain business at Marseilles, Ill., recently bought by him from S. R. Lewis.

Farmers in the vicinity of Eureka, Ill., have bought the elevator situated there from P. A. Felter. Geo. Hallam will be manager.

The announcement has been made that the I. C. Elevator at Cair, Ill., will be overhauled. The Pendleton Grain Company leases the plant.

The grain elevators located at Myrtle, and Egan, Ill., have been purchased from A. E. Clevidence by the H. A. Hillmer Company of Freeport, Ill.

Numerous repairs are being made on the elevator of Grayham & Benion, located at Ocoya, Pontiac P. O., Ill. A new engine is also being installed.

Negotiations were recently concluded transferring the ownership of the Parker & McCarty Elevator at Tuscola, Ill., to Clifton Chambers and William Foote.

Improvements have been made by Beggs & Hatch on their elevator at Indian Creek, near Springfield, Ill. The company is also making repairs on its elevator at Curtis.

Geo. and Harry Tjardes are the new proprietors of the elevator located at Risk (R. F. D. Forrest), Ill.

Mansfield, Ford & Co., are building a new grain elevator at Lake Fork, Ill.

The Freeport Midland Company of Freeport, Ill., has purchased the holdings of the Winnebago Grain and Lumber Company of Winnebago. The transfer will take place December 1.

The elevator business of John Sipp, conducted by him at Bourbon, Ill., for thirty years, was recently sold by him to Frank De Hart of Arthur. The consideration was named at \$10,000.

F. A. Warren has purchased the elevator located at Tuscola, Ill., which was formerly owned and operated by Davis & Wells. Mr. Warren formerly operated a grain elevator at Chippis.

A charter was granted the Sharp Grain Company to operate at Blandinsville, Ill. The capital stock of the company is \$5,000. Frank E. Sharp, Shirley E. Sharp and L. E. Sharp are interested.

The Blakeley Estate will rebuild the grain elevator at Conover (mail Kilbourne), Ill., which burned down some time ago. The new plant will be of modern construction and will cost approximately \$6,000.

A new elevator is to be built at Lafox, Ill., by the Chicago & Northwestern Railway Company. It will be of wood construction with a capacity of 30,000 bushels. The Burrell Engineering & Construction Company has the contract.

The Belt Line Elevator of East St. Louis, Ill., has been declared irregular by the Merchants' Exchange since October 10 for the C. H. Albers Commission Company and regular for the Mason-Hawpe Grain Company. The plant was recently purchased from the C. H. Albers Commission Company by the Mason-Hawpe Grain Company.

The Beggs interest in the elevators at Jacksonville, Markham and Savage (mail Jacksonville), Ill., has been purchased by Chas. R. Lewis and John W. Clary. The firm will operate as the Lewis-Clary Grain and Coal Company at Jacksonville; as the Clary-Lewis Company at Markham, and as the Laurie-Lewis Company at Savage.

## CANADA

Work is nearing completion on the Doukhobors' elevator at Pincher Creek, Alta.

A 35,000-bushel elevator is to be put up at Kitscoty, Alta., by the Hayward Lumber Company.

Work has been started on the new elevator of the Home Elevator Company of Vegreville, Alta.

A 200,000-bushel grain elevator is to be put up at Lloydminster, Alta., by the Richardson Elevator Company.

The capital stock of the Fort William Elevator Company, Ltd., has been increased from \$500,000 to \$1,000,000.

The Roy Elevator Milling Company, Ltd., was recently formed at Fort William, Ont., capitalized with \$100,000.

Announcement has been made that the Atlas Elevator Company will build a new elevator at Prince Albert, Sask.

The Thunder Bay Terminal Elevator Company, Ltd., of Fort William, Ont., obtained a provincial incorporation recently.

The Pacific Elevator Company of Edmonton, Alta., has secured a site at Kelsey, no p. o., upon which it will erect a grain elevator.

The Victoria Elevator Company of Winnipeg has been incorporated in Saskatchewan with capital stock amounting to \$300,000.

The Home Grain Company and the Victoria Elevator Company of Winnipeg, Man., have made plans to engage in the grain business in Alberta.

The Saskatchewan Co-operative Elevator Company, Ltd., has awarded the contract for a new elevator at Port Arthur, Ont., costing \$800,000. The contract was awarded the Barnett, McQueen Company.

Articles of incorporation have been filed for the Fraser Grain Company, Ltd., of Edmonton, Alta. The capital stock of the concern is \$25,000. The company is erecting elevators at Mundare and Chipman.

The annual statement of the Ogilvie Flour Mills Company of Montreal, Canada, shows that that company has added 21 buildings to their system of elevators during the past year, making a total of 168 elevators owned by the company, with a total capacity of 5,385,000 bushels. With terminal and country elevators combined, the company's total wheat storage capacity now amounts to 10,335,000 bushels.

## OHIO AND MICHIGAN

A new elevator has been put up at Caro, Mich.

Thomas & Harvey will improve their elevator, located at Schoolcraft, Mich.

The Au Gres Elevator Company of Au Gres, Mich., will erect a grain elevator.

A modern elevator is to be built at Weidman, Mich., by the Hall Elevator Company.

The Glennie Elevator Company was incorporated at Glennie, Mich., capitalized at \$2,500.

The S. A. Guard Estate's elevator at Allegan, Mich., has been taken over by L. Kolvoord.

Burdick Potter & Son, owners of a 10,000-bushel elevator at Fenton, Mich., have dissolved.

The Avoca Elevator Company of Avoca, Mich., has taken over the 20,000-bushel elevator there.

Oscar Hansen has succeeded Hansen & Son and operates a 5,000-bushel elevator at Trufant, Mich.

The Lake Shore Elevator Company of Cleveland, Ohio, has moved its track scales to its new elevator.

E. F. Sherman's elevator at Allegan, Mich., has been taken over by the Gleaners Elevator Company.

Phillips & Darling's elevator at Flushing, Mich., has been taken over by the Farmers' Elevator Company.

Walper & Heiser are now operating the elevator at Ogden, Mich., formerly owned by J. J. Walper Company.

The capital stock of the McBain Grain Company of McBain, Mich., has been increased from \$9,000, to \$35,000.

The Stockbridge Elevator Company is enlarging its bean plant at Perrinton, Mich., and putting in new elevators.

The Fenwick Elevator Company of Fenwick, Mich., has improved their elevator and installed new machinery.

Operations have been started in the new elevator at Deford, Mich. The plant is equipped with new and up-to-date machinery.

Frank A. Smith contemplates establishment of a small elevator at Luther, Mich., equipped with belts, carriers and electric motors.

The Fahrner Elevator Company operating at Midland, Mich., has changed its name to the Orr Bean and Grain Company.

Incorporation papers have been filed for the International Grain Elevator Company of Detroit, Mich., which will own and operate elevators. The company is capitalized with stock aggregating \$10,000. Paul A. Kehrig and Chester M. Martin of Detroit and C. H. Dodd of Chicago are interested in the concern.

W. O. Calkins has disposed of his elevator at Bancroft, Mich., to the Bancroft Elevator Company. The new company is composed of G. W. and G. S. Hoxton of Oakfield, N. Y., and C. E. Hankins. A 40x70-foot warehouse is to be built and the elevator proper improved.

The Central Grain Elevator Company has withdrawn its business connections in Indiana and now operates exclusively in Ohio.

The Loudonville Mill & Grain Company of Loudonville, Ohio, has changed its capital stock, increasing it from \$80,000 to \$100,000.

It is reported that a Chicago concern contemplates installing a grain elevator in the Godfrey canning plant located at Berrien Springs, Mich.

For the purpose of dealing in grain, etc., farmers in the vicinity of Howard, Ohio, have organized the Howard Equity Exchange Company. The capital stock is \$10,000.

The large brick elevator operated at Albion, Mich., by W. H. Nelson will be moved 132 feet east of its present location, next spring, to make room for the erection of several new stores.

The Milton Center Grain & Stock Company of Milton Center, Ohio, has placed its contract with the Burrell Engineering & Construction Company of Chicago for a new 25,000-bushel grain elevator of cribbed construction.

## INDIANA

H. C. Hirsh has taken over O. Gandy & Co.'s elevator at Grasscreek, Ind.

Interest in the elevator at Lynn, Ind., has been purchased by W. L. Cox.

Baum & Co., of Sweetsters, Ind., are succeeded by the Sweetsters Grain Company.

The Jamestown Milling Company has sold its elevator at Jamestown, Ind., to Z. Bennett.

A new engine is to be installed in the elevator of the Wm. Trow Company at Madison, Ind.

Clarence Specht is no longer with the Independent Grain & Hay Company of Evansville, Ind.

The farmers new elevator at Montmorenci, Ind., has been equipped with six electric motors.

The elevator plant of Stevenson & Bergen, located at Frankfort, Ind., has been overhauled.

The elevator at Whiteland, Ind., has been purchased by Valentine & Valentine of Franklin.

A new corn crib is under course of erection by Sheldon & Co., elevator operators at Angola, Ind.

Hugo F. Keppen of Michigan City, Ind., has disposed of his grain business there to Majot & Morgan.

J. S. Sellers has purchased a manlift for his elevator at Crawfordsville, Ind. A. H. Richner is doing the work.

A new grain elevator is being established at Rockport, Ind., by the Cadick Milling Company of Grandview, Ind.

Etna Lefforge is repairing his elevator at Kennerd, Ind. The Reliance Construction Company has the contract.

An addition, to be used to store ear corn, has been erected to the elevator of Nixon & Vandeventer, Attica, Ind.

A new sheller, and friction clutches have been installed by the Davis Grain Company in its elevator at Michigantown, Ind.

Weeks Bros. are dismantling the Wabash Elevator at Peru, Ind., to make room for coal yards. The elevator has been idle for some time.

A 20x60 foot building to be used to store coal and feed is being erected by Wm. and Fred Leiter, owners of the elevator at Rochester, Ind.

A. F. Johnson, L. Shipman and F. E. Cones are interested in the new incorporation, the Fowler Grain Company of Fowler, Ind. This concern is capitalized at \$22,000.

Capitalized with stock of \$46,000, the Flinn Grain Company was incorporated at Earl Park, Ind. The



directors of the concern are: John Flinn, Sr., J. R. McConaughy and J. R. Grant.

W. L. Holdaway has organized a new concern to operate a new elevator at Thornhope (Oak P. O.), as the Oak Grain Company. The concern will build a plant of 20,000 bushels' capacity.

## IOWA

Ed. Miller has sold his elevator located at Newell, Iowa.

A new farmers' elevator association was formed at Aplington, Iowa, recently.

Reports say that the C. M. & St. P. Railway will put up a new elevator at Sioux City, Iowa.

The elevator at Storm Lake, Iowa, has been purchased by W. J. Pettit from A. C. Schluntz.

The Farmers' Grain Company of Moorland, Iowa, has equipped its elevator with a new engine.

E. G. Miller has disposed of his grain and coal business at Melbourne, Iowa, to A. H. Rokey.

Ben Swenson has started construction work on the new addition to his elevator at Roland, Iowa.

E. W. Cook has disposed of his interest in the grain business at Woodward, Iowa, to A. A. Cook.

A site has been purchased at Pocahontas, Iowa, by P. L. Rivard, upon which he will build a new elevator.

The elevator and seed house of Rankin & Cowden at Riverton, Iowa, has been taken over by John Stubbs & Son.

The elevator located at Berne (r. f. d. Ute), Iowa, has been taken over by the Nye-Schneider Fowler Company of Fremont, Neb.

W. H. Thompson, grain and feed dealer of Vinton, Iowa, will erect a new building there in which to conduct his business.

The Stearns Bros. elevator and mill located at Essex, Iowa, has been bought up by the Farmers' Shipping Association.

An addition is to be erected to the plant of the Atkins Grain Company of Atkins, Iowa. The company will handle feeds.

Repairs are to be made on the elevator at Maurice, Iowa, preparatory to its being opened up for business by S. R. Zylstra of Booge, S. D.

A new and up-to-date elevator is to be constructed for the Farmers' Elevator Company at Rockwell City, Iowa, next spring. E. H. Brewer is manager of the plant.

Articles of incorporation have been filed for the Sherwood Grain Company of Sherwood, Calhoun County, Iowa. The company will conduct a grain business and is capitalized at \$6,000. B. F. Holder is president; W. P. Maple, vice-president; R. O. Hutchinson, secretary-treasurer, all of Rockwell City.

## MISSOURI, KANSAS AND NEBRASKA

Gordon Heald now owns the elevator at Morrill, Kan.

A new elevator is under course of erection at Hunter, Kan.

Repairs have been made on the elevator at Waterloo, Neb.

A 25,000-bushel elevator is being built at Levant, Kan., by the Farmers' Union.

A new elevator and mill is to be erected at South Hutchinson, Kan., by Geo. Hern.

Work has been started on building of elevator by Joseph Nagengast at Howell, Neb.

Repairs have been made on the Wall-Rogalsky Elevator, located at Groveland, Kan.

The Farmers' Grain Company of Corning, Mo., has completed a new grain elevator there.

The Atlas Elevator, located at Brunswick, Neb., has been purchased by J. T. Fletcher.

C. R. Latto has taken over the grain and elevator business of H. Thomas at Osborne, Kan.

The Bowersock Milling Company of Lawrence, Kan., has completed its new storage tanks.

W. S. Williams has equipped his elevator at Ottawa, Kan., with a 20-horsepower motor.

Work has been completed on the 30,000-bushel elevator of the Farmers' Union at Otis, Kan.

Walter Hastings is organizing a company to erect a grain elevator in or near Hutchinson, Kan.

G. W. Bandt's elevator at Goodland, Kan., has been leased from him by Houston & Hulshizer.

The Nye-Schneider Elevator, located at Ceresco, Neb., is now in the possession of Lee D. Mort.

Capitalized at \$10,000, the Farmers' Co-operative Association was recently formed at Paxton, Neb.

Repairs are to be made on the Cimarron Co-operative Equity Exchange's plant at Cimarron, Kan.

A 7½-horsepower electric motor is to be installed in the elevator of the Kansas Flour Mill at Greensburg, Kan.

Improvements, costing \$2,000, have been made by the elevator of the Elwood Grain Company at Fairfax, Mo.

Half interest of C. M. Tucker in the elevator at Haviland, Kan., has been purchased recently by C. W. Crews.

A concrete storage plant of 100,000 bushels' capacity is to be erected at St. Louis, Mo., by the City Brewery.

The Farmers' Union Elevator Company has taken possession of the plant at Auburn, Neb. Geo. C. Smith is buyer.

The Farmers Grain Company has been organized at Fullerton, Neb., capitalized at \$10,000. A. Doughit was interested.

A farmers' co-operative company has made plans for the erection of a new elevator at Cleveland, Kingman County, Kan.

J. L. Carter of Dodge City, Kan., has made plans for the building of a new grain elevator at Wright, Ford County, Kan.

The Prairie Home Co-operative Grain Company of Prairie Home, Neb., has started operations in its new elevator there.

The Jansen Equity Exchange of Jansen, Neb., will build a 30,000-bushel elevator, replacing one which collapsed some time ago.

John Stephens has purchased the Sylvia Milling Company's plant at Sylvia, Kan., and will convert same into a grain elevator.

The Farmers' Union of Pender, Neb., has purchased and taken possession of the Westrand Elevator. W. I. Wiltse is manager.

The Larabee Flour Mills Corporation of Hutchinson, Kan., has planned to build a new 500,000-bushel elevator and a new flour mill at St. Joseph, Mo.

The New Era Milling Company of Arkansas City, Kan., contemplates the erection of a new 10,000-bushel elevator on the Midland Valley Railroad.

A grain and feed warehouse is being erected and a new elevator will be built next year by the Cherokee County Farmers' Union, Columbus, Kan.

A site has been secured by the L. H. Pettit Grain Company of Hutchinson, Kan., at East Hutchinson on which it plans to build a 100,000-bushel elevator.

L. A. Ninemire, M. C. Inlow and W. E. Hatcher have incorporated the Farmers' Grain & Supply Company of Great Bend, Kan., capitalized at \$17,000.

H. G. Davidson is president and W. L. Kimbel secretary-treasurer of the Farmers' Elevator Company of Oshkosh, Neb., capitalized with stock of \$15,000.

A new 40-horsepower boiler has recently been installed by Brownfield & Teare in their elevator at Craig, Mo.

The Farmers' Union of Herman, Neb., are making plans for the erection of a new elevator there. Farmers of Spiker, New England and Herman are interested.

The capacity of the Farmers' Grain Company's elevator at Wathena, Kan., is to be increased and a new electric motor and grain and seed cleaner installed.

W. W. Wassum, *et al*, have incorporated the Farmers' Union Co-operative Grain & Stock Association of Lodgepole, Neb. The capital stock of the concern is \$30,000.

The G. W. Helm Grain Company of St. Joseph, Mo., has disposed of its elevator at Freeman Park to W. S. Hamilton.

Barmby & Tobaben, owners of the elevator at De Witt, Neb., are building a new engine room north of their elevator.

The Missouri River Navigation League will install a conveyor for the unloading of grain in bulk from the steamboat, *Julius F. Silber*, plying between Omaha and Decatur, Neb., at Omaha.

A portable grain elevator is being installed at Hastings, Neb., by the E. Stockham Grain Company. The plant is being installed on the site of the Hastings Mill which burned some time ago.

The elevator at Clifton Hill, Mo., has been purchased by L. McCorkle of Armstrong, Mo., from the J. E. Newby Elevator Company. The plant will be operated as the Lon McCorkle Elevator Company.

Reports state that the Farmers' Union, recently organized at Wayne, Neb., will open an elevator in the building formerly occupied by the Anchor Grain Company. The building is to be improved and repaired.

The Kiowa Grain & Supply Company of Kiowa, Kan., succeeds the Kiowa Grain Dealers' Association. The capital stock of the concern has been increased to \$20,000. The company may, in the future, build a new elevator.

The elevator formerly operated by W. L. Hoyt under lease from the Golden Rule Company at Alida, Kan., has been leased by the recently incorporated Alida Co-operative Elevator Company. Wm. Steinfeld, president and manager of the corporation, is in charge.

The Farmers' Union Elevator Company of Nelson, Neb., has just completed its new elevator. It was built by R. M. Van Ness of Omaha and is of modern construction, with capacity of about 20,000 bushels grain. Frank R. Morgan is president; O.

Aiken, vice-president; S. L. Porter, secretary; Dick Bargaen, treasurer; Frank Harris, Clarence Armstrong and W. W. McCutchan, directors of the company.

## EASTERN

T. M. Horst of Hagerstown, Md., contemplates remodeling his mill in the spring of 1917.

W. A. Zook & Sons of Rothsville, Pa., have completed their new elevator and warehouse.

The Wingerton Elevator at Chambersburg, Pa., has been taken over by Wm. Beachley of Hagerstown.

The Griswold & Mackinnon grain warehouse at St. Johnsbury, Vt., has been sold to the E. T. & H. K. Ide Company.

A new brick office is being built to the plant of the Electric Grain Elevator Company of Buffalo, N. Y., to cost \$4,000.

C. A. Gambrill Manufacturing Company of Ellicott City, Md., has awarded the contract for the erection of a new grain elevator and mill.

A four-story steel and concrete grain and transfer house is to be put up by the Frontier Elevator & Milling Company at Buffalo, N. Y.

Operations have been started on the new Dellwood Elevator located at Buffalo, N. Y. The plant has a capacity of 1,250,000 bushels.

The Lakeview Milling Company of Chambersburg, Pa., has completed work on its new grain storage elevator. The plant has a capacity of 35,000 bushels, and is equipped with most modern type of cleaning machinery.

Work has been completed on the new marine tower on the Connecting Terminal Elevator on the Blackwell Canal, Buffalo, N. Y. This gives the house a maximum unloading capacity of 50,000 bushels per hour.

E. Steen & Bros. have leased a well-equipped warehouse in South Baltimore, Md., with privilege of buying same later on. The plant will be used for storage purposes and is equipped with conveyors, storage bins, drier, cleaning machinery and loading spouts. The capacity is 100,000 bushels.

## SOUTHERN AND SOUTHWESTERN

Efforts are being made to have a new grain elevator installed at Jenks, Okla.

Frank Mehaffey has sold his elevator at Coronado, Fla., to D. W. Faust & Sons.

A new 10,000-bushel elevator is to be put up at Hale Center, Texas, by Robt. Lemond.

A concrete elevator is being put up at Oklahoma City, Okla., by the Acme Milling Company.

Quinn-Jones Elevator & Warehouse Company of Sturgis, Ky., is equipping its plant with electric power.

The Haynes Grain Company of Durant, Okla., has sold out its business to the Durant Grain & Elevator Company.

A grain elevator costing \$80,000, will be built to the plant of the Fort Worth Elevator Company, Fort Worth, Texas.

Jones & Parks' grain and coal business, located at Louisville, Ky., has been taken over by W. M. Hall of La Center, Ky.

Crews & Burke, P. O. Box 272, Floydada, Texas, have made plans to build a grain elevator, corn mill and flour mill there.

Four concrete tanks of 40,000 bushels' capacity has been completed by the Clifton Mill & Elevator Company of Clifton, Texas.

The Seale Peanut Corporation of Seale, Ala., has completed arrangements for the construction of a new wooden grain elevator.

The Lipscomb Grain Company is tearing down its elevator at Afton, Okla., and building a new plant across the street from the old building.

Sam Wilson & Co. have secured a site at Montezuma, Iowa, on which it will erect a building and install a corn sheller and portable elevator.

T. J. Avers, J. B. Cavett and W. Miller have incorporated the Cameron Grain Company of Cameron, Texas. The capital stock of the concern is \$4,200.

An addition has been made to the Gentilly Warehouse of Milam-Morgan Company, Ltd., New Orleans, La., and a new Richardson Automatic Scale has been installed.

The Grain Growers' Elevator Company of Shenandoah, Iowa, has been dissolved. Geo. E. Gordon was president and E. A. Fischer, secretary of the company.

Additional storage capacity is being built to the plant of the Blackwell Milling & Elevator Company of Blackwell, Okla. The engine room is also being equipped with crude oil burners.

The Miller-Jackson Grain Company of Tampa, Fla., has announced that it will install in the near future a sheller and large corn mill for grinding corn. The sheller will have a capacity for shelling from 175 to 250 bushels per hour.



The Austin-Heaton Company of Durham, N. C., has let the contract for an addition to its grain storage of 40,000 bushels. The elevators will be adjacent to its present grain storage and will be of wood construction, covered with iron.

The Oklahoma City Mill & Elevator Company of Oklahoma City, Okla., has commenced building nine concrete storage tanks to be completed by January 15, 1917. The Burrell Engineering & Construction Company of Chicago has the contract.

Reorganization of the A. B. Crouch Grain Company of Fort Worth, Texas, was recently affected, changing the name of the concern to the Golden Rod Milling Company. The capital stock of the company has been doubled. J. R. Stitt and F. W. Payne will hold controlling interest.

The charter of the Wade Bros. Produce Company, Inc., of Birmingham, Ala., has been amended, changing the name of the company to the United Grain, Hay & Produce Company, Inc., and increasing the capital stock from \$2,000 to \$25,000. W. A. Morris, president; W. T. Bell, vice-president; G. H. Garmany, treasurer; Frank Wade, secretary of the concern.

The Jordan Grain & Provision Company of Columbia, S. C., has changed its name to that of Jordan & Brice, Inc. J. N. Jordan and T. L. Brice are interested.

## WESTERN

The elevator at Hillsdale, Wyo., is to be rebuilt.

A new elevator is being erected at Delphia, Mont.

The 50,000-bushel elevator at Leona, Ore., has been completed.

D. Hock will establish a new grain elevator at Albuquerque, N. Mex.

A new elevator is to be built at Columbus, Mont., for the Farmers' Elevator Company.

T. F. Sterling is interested in the building of a new elevator at Hot Springs, Mont.

Three new elevators are to be erected by the Emporium Elevator Company of Shelby, Mont.

The farmers in the vicinity of Comanche, Mont., are building a new 25,000-bushel elevator there.

The Lewis County-Rochdale Company is building a new 30,000-bushel elevator at Winchester, Idaho.

The storage capacity of the elevator of the Mark P. Miller Company of Moscow, Idaho, is being increased.

A new grain elevator has been completed at Jerome, Idaho, by the Jerome Milling & Elevator Company.

The W. W. Robinson Warehouse, located at Ellensburg, Wash., has been purchased by the C. H. Lilly Company.

A new grain elevator of 25,000 bushels' capacity is being built at Three Forks, Mont., by Thomas A. Harshburger.

The Weiser Mill & Elevator Company of Weiser, Idaho, has completed a new 90,000-bushel concrete elevator there.

A modern 200,000-bushel elevator and flour mill is being built at Pueblo, Colo., by the Pueblo Milling & Elevator Company.

The contract has been let by the new Chesaw Grain Company of Chesaw, Wash., for the erection of a new modern elevator.

The contract has been let by E. L. Olwell of Coulee City, Wash., for a new 60,000-bushel bulk elevator to be erected at Mansfield.

The Centerville Elevator Company of Centerville, Wash., has completed its new 75,000-bushel bulk grain elevator at Centerville.

A new grain drier, with capacity to handle 300 bushels of oats an hour, is to be installed in the public grain elevator at Seattle, Wash.

C. R. Parham, A. M. Peterson and E. E. Smith, all of Joliet, Mont., have filed incorporation papers for the Farmers' Co-operative Elevator Company of Joliet. The company is capitalized with stock of \$20,000.

The new \$15,000 elevator of the Quincy Farmers' Elevator Company at Quincy, Wash., has been completed. The plant has a capacity of 50,000 bushels and is equipped with modern engines, automatic scales, man-lift and wagon dump scales.

The elevator located at Fromberg, Mont., has been leased by C. H. Patterson. The gasoline engine is being replaced by an electric motor and numerous other improvements are being made on the plant, to facilitate the handling of grain.

The new Equity Elevator Company of Brockton, Mont., has been organized. C. P. Goodwin, president of the old Farmers' Elevator Company, was elected president of the new organization; A. J. Culwell, vice-president, and Hans Paulson, secretary-treasurer.

J. M. Grien is president; Albert Betz, vice-president; D. McEdward, secretary and W. M. McIntosh, treasurer of the Cheney Union Warehouse Company of Cheney, Wash., which is building a new grain elevator there. The elevator has a capacity of 15,000 bushels and costs \$12,000.

## THE DAKOTAS

D. H. Curran bought the Farmers' Elevator, located at Agar, S. D.

Improvements have been made on the farmers' elevator at Crosby, N. D.

The Nelson Flour Mill of Kathryn, N. D., will build a concrete elevator there.

The new Farmers' Union Elevator at Hebron, N. D., is opened up for business.

The Atlantic Elevator Company's elevator at Norma, N. D., is to be rebuilt.

The Atlantic Elevator at Lucca, N. D., has been completed and is now in operation.

A new elevator is being built at Douglas, N. D., by the Farmers' Elevator Company.

The Langdon Elevator Company has added a coal elevator to its plant at Langdon, N. D.

The Farmers' Elevator Company of Wentworth, S. D., has erected a new office, 18x28 feet.

The elevator of J. S. Irwin at Onida, S. D., has been sold by him to Seward Leeper & Co.

A 24-foot addition is being built to the elevator of the Chester Trading Company of Chester, S. D.

Matt and J. Simonitch have put into operation their new elevator located at Cleveland, N. D.

Business operations are to be started in the near future in the farmers' new elevator at Niobe, N. D.

New grain cleaners have been installed in the Occident and Farmers' Elevators at Belfield, N. D.

The Farmers' Elevator Company of Spring Brook, N. D., will not build a new elevator until next summer.

The Farmers' Grain & Trading Company was incorporated at Milnor, N. D., capitalized with stock of \$10,000.

The elevator of the Farmers' Elevator Company at Hamble Station (Oakes P. O.), N. D., has been put into operation.

Attempts are being made to organize a company to build and operate a farmers' co-operative elevator at Beulah, N. D.

A storeroom, to be used in handling flour, is to be built for the Farmers' Union, which conducts an elevator business at Pettibone, N. D.

Thieves broke into the Morrill-Robertson Grain Company's office at Beresford, S. D., and escaped with \$100 in cash and \$1,690.80 in checks.

The Landrigan Bros. have taken over the Gould-Laing Elevator at Glenburn, N. D., and operate it as the Landrigan Bros. Independent Elevator.

C. J. Dickson's grain elevator at Scotland, S. D., has been purchased by the Farmers' Elevator Association. Possession was given on November 1.

The Powers Elevator Company of Dawson, N. D., has installed a new engine, belt cups, distributing spout, indicator and back pit in its elevator there.

F. S. Thorgaard has put into operation the elevator at New England, N. D., which he recently purchased from the Geo. C. Bagley Elevator Company.

William Haman, John Dutcher, H. M. Hess, have incorporated the Farmers' Grain & Stock Company of Scotland, S. D. The company has a stock of \$6,000.

The Lostwood Farmers' Elevator Company recently filed incorporation papers to operate at Lostwood, N. D. The company is capitalized with stock of \$10,000.

The Occident Elevator Company has removed its Bowbells (N. D.) Elevator to Spiral Station (Bowbells p. o.), and increased its capacity to 30,000 bushels. Other improvements, including installation of a new dump, have been made.

A transaction was closed recently whereby the new Beach Farmers' Union Elevator Company of Beach, N. D., came into possession of the elevator owned by M. C. Egan, who recently purchased it of the Dakota-Western Farmers' Elevator Company. W. C. Nix is president; Earl Baker, first vice-president; O. V. Lehman, second vice-president; Carl S. Jordan, secretary and F. L. Hannenberg, treasurer of the concern.

## MINNESOTA AND WISCONSIN

The old Cargill Elevator at Litchfield, Minn., has been wrecked.

Ed. Ludwig will erect an elevator and mill at Cameron, Wis.

M. A. Clouse has opened up his elevator and potato warehouse at Barrows, Minn.

Operations have been started in the new elevator at Hazleton (p. o.) Watertown), Minn.

The Cargill Elevator located at Eleva, Wis., has been taken over by T. M. Olson of Strum.

Capitalized with stock of \$20,000, the Kennedy Grain & Supply Company was formed at Kennedy, Minn.

The elevator of the Bennett Grain Company at Okabena, Minn., is being moved and improved generally.

A new elevator, grain warehouse and mill is under course of erection at Neillsville, Wis., by J. L. Kleckner.

The Midland Lumber & Coal Company of Chippewa Falls, Wis., has taken over the property of the Chippewa Fuel & Grain Company.

The DeWolf & Wells Elevator, located at Granada, Minn., has been purchased by Geo. E. Winzenburg. Possession was given on November 1.

A farmers' elevator company has been organized at Lemond (r.f.d. Ellendale), Minn. T. M. Hanson and Mr. Scholljegerdes are interested in the project.

At Mazomanie, Wis., the Farmers' Co-operative Warehouse & General Mercantile Company was organized by the farmers of the surrounding neighborhood.

The Farmers' Elevator Company was recently organized at Bixby, Minn., by the farmers in the neighboring territory. The company will be capitalized at \$10,000.

The E. Liethen Grain Company was recently organized at Appleton, Wis. The company, incorporated by Englebert Liethen, Anne and Mary Liethen, is capitalized at \$40,000.

J. C. Wilker, J. H. C. Schuldt and L. M. Hanson are named as the incorporators of the Meriden Elevator Company of Meriden, Minn. The capital stock of the company is \$15,000.

The partnership of Schuette & Bartz which has conducted a grain business at Owatonna, Minn., for the past three years has been dissolved. In the future, A. M. Schuette will be sole owner.

Henry Carsten and Louis Carsten have bought the grain elevator, warehouse and flour mill of A. F. Paustian at Brillion, Wis. Possession was given on January 2. The price named was \$20,000.

The interest of J. C. Johnson in the elevator business of The Johnson Bros., at Menahga, Minn., was recently purchased by his brother, F. J. Johnson. The elevator is now to be operated as the Independent Elevator.

Maurice E. and Ralph W. Scroggins and Florence S. Phluger, all of Minneapolis, Minn., are the incorporators of the Grain Growers Elevator Company of Minneapolis, Minn. The company is capitalized at \$50,000.

The Milwaukee Elevator Company of Milwaukee, Wis., has purchased a new 40-horsepower Lauson Kerosene Stationary Engine from the John Lauson Manufacturing Company and will install same in their elevator at Ashippen.

The New Richmond Roller Mills Company of New Richmond, Wis., has announced that it will rebuild its elevator and mill, construction work to be started April 1, 1917. The elevator will be of same capacity of that one which was burned.

The Witherspoon-Englar Company of Chicago, Ill., has the contract for the construction of a 500,000-bushel elevator and cleaning house for the William Rahr Sons' Company of Manitowoc, Wis. The present elevator capacity of the Rahr concern is 450,000 bushels.

The Green Bay & Western Railroad Company of Green Bay, Wis., has contracted with the Burrell Engineering & Construction Company for 12 concrete storage tanks to have a capacity of 175,000 bushels of grain. The new storage will be leased to the Cargill Grain Company of Minneapolis.

Incorporation papers were filed for the Harrington Company of Minneapolis, Minn. The new concern will conduct a grain and elevator business and is capitalized at \$50,000. W. V. Harrington is president and treasurer; M. D. Harrington, vice-president, and James DeVau, Jr., secretary.

## GALVESTON DAMAGE DECISION

The legal points in controversy when grain held on track at Galveston was damaged by water in 1915 has recently been decided by the courts of Texas. The evidence in the case of the Oklahoma City Mill & Elevator Company versus the Pampa Grain Company in the Federal Court at Amarillo, Texas, decided September 30, 1916, shows that the plaintiff purchased certain quantities of grain for shipment to Galveston, Texas, in July, 1915. In confirmation of the purchase, certain provisions are set forth, including one which reads as follows:

"We reserve the right to change destination of shipments in transit. Draw on us at Oklahoma City with shipper's order bill of lading attached, leaving sufficient margin to guarantee weights and grades. Shipper pays weighing, inspection, trackage and exchange, if any. Delivery of grain not perfected until grain reaches destination specified and has been inspected and weighed."

Upon receipt of confirmation which contained the above provision, the Pampa Grain Company, the seller, made invoices of the sales or shipments, and having procured bills of lading covering them from the local agent of the railroad, enclosed the bills of lading and invoices to the Oklahoma City Mill & Elevator Company, and draft covering the price agreed upon, less freight on the shipment from Pampa to Galveston, leaving a certain margin for differences in grades of the wheat, which differences were to be ascertained at the elevator in the city of Galveston.

The court, after reviewing the facts, and con-



struing the above quoted provision in the confirmation, states that: "This provision, to my mind, is entirely consistent with the form in which the bills of lading were requested by and issued to the shipper. The shipment is consigned to the order of 'Pampa Grain Company, destination Galveston.' Now, what is to be done, under this contract, when the shipment reaches Galveston? Oklahoma Mill & Elevator Company is to be notified at Galveston. This is in conformity with the confirmation of purchase, and also in accord with the rules controlling transactions between members of the Texas Grain Dealers Association.

"Whilst the possession of the bill of lading covering a shipment, either endorsed or unendorsed, betokens ownership general or special, in any event such possession evidences the right in the holder to direct and control the disposition of the shipment. *Missouri Pacific Railway Company vs. McFadden* (54 U. S., 155.) Yet, the basis of such possession is open to inquiry, and as between the parties to a purchase and sale—as the buyer and seller of the carloads of wheat in the instant case—the custom or course of dealing should control, and, in any event, a specific provision in 'confirmation of purchase' as to when delivery of shipments of grain shall be held perfected or completed, should control.

"Before these carload shipments of wheat had reached destination and received in the elevator

at Galveston, there to be inspected and the grade thereof determined, they were in part totally destroyed and in part substantially damaged by fire and water. 'Under a contract of sale which provides for delivery at a specific place, a delivery at such place must be made to fix the liability of the buyer, and it is not sufficient that the goods are ready for delivery at another place nearby.' (35 Cyc. 171) and authorities there cited. These shipments were purchased for export and the buyer reserved the 'right to unload off grades grain without first notifying you.'

"As the delivery of grain in the respective shipments had not been perfected (or completed) at the time the loss and damage overtook them, I am constrained to, and will hold that the burden of such loss and damage must fall upon the party contracting to perfect delivery at the point of destination in the manner and for the purposes above set forth.

"I will therefore charge the jury to return its verdict in favor of the plaintiff for the amounts which are agreed by the parties to be due, in event the court should find the law covering and controlling the issues for plaintiff."

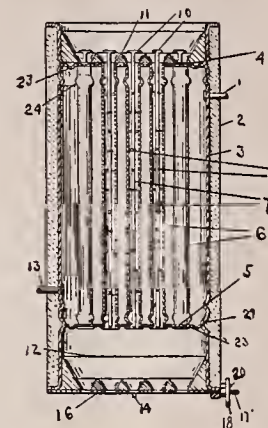
While the above opinion of the court places the loss with the seller, that is, so far as the seller and buyer are concerned, this does not, however, affect in any way the shipper's right of action against the carrier.

## GRAIN TRADE PATENTS

Bearing Date of October 10, 1916

Heater for Grain, Etc.—Frederick A. Wegner, Milwaukee, Wis. Filed October 29, 1910. Renewed March 2, 1916. No. 1,200,674. See cut.

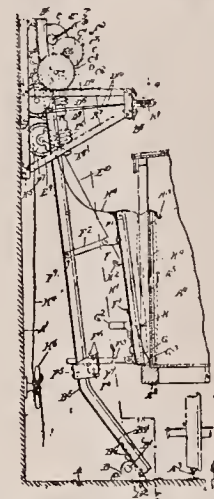
Claim: A drier comprising a tabular member and



an element therein having heat-conducting arms abutting the member, said arms providing expansion spaces there below.

Grain Door Opener and Process of Opening It.—Andrew Wallace, South Chicago, Ill. Filed February 7, 1916. No. 1,201,006. See cut.

Claim: The process of opening grain doors in rail-



road cars and the like, which consists in forcing the door bodily inward against the mass of material behind it until it is completely free from the car body, then holding it against the pressure of material and raising it bodily upward within the car.

Bearing Date of October 17, 1916

Attachment to Grain Separators.—Malcolm Solomon Joseph McMurachy, Strathclair, Manitoba, Canada. Filed December 23, 1915. No. 1,201,484.

Bearing Date of October 24, 1916

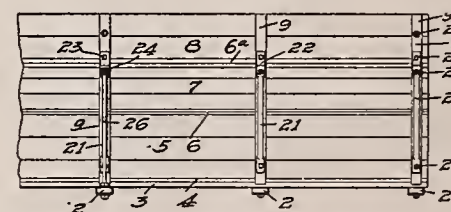
Car Seal.—Harry R. Romberger, Chicago, Ill., assignor to Chicago Car Seal Company, a corporation of Illinois. Filed March 11, 1916. No. 1,202,225.

Seed Tester.—Siegwart A. Floren, Bismarck, N. D., assignor to Caruguss Manufacturing Company, Bismarck, N. D., a corporation of North Dakota. Filed February 19, 1916. No. 1,202,174.

Bearing Date of October 31, 1916

Grain Tank.—Christian Ulven, St. Paul, Minn., assignor to Minneapolis Iron Store Company, Minneapolis, Minn., a corporation. Filed December 27, 1913. No. 1,203,159. See cut.

Claim: A grain tank comprising a floor, upright



side walls, and an angle-plate extended throughout the length of each side of the floor with its horizontal flange extending inwardly between the lower edge of the side walls and the top of the floor and its inner edge terminating adjacent to the inner face of the side wall and its vertical flange, lying against the outside of the side walls to form a grain tight point at the meeting points of the floor and side walls.

Bearing Date of November 7, 1916

Grain Car Door.—John Wiemer, San Jose, Ill. Filed March 17, 1915. No. 1,203,948.

WHEAT touched \$2, both cash and future, on November 9 at Winnipeg. On the same day No. 1 Northern Manitoba was quoted at \$2.30½ per bushel at Liverpool.

## COMMUNICATED

### A MEMORABLE YEAR

*Editor American Grain Trade:* This years of 1916 in history from an agricultural standpoint has been the most remarkable year possibly ever known. In the North the year has been marked by half crops; and wheat, corn, grain sorghums, potatoes and such like are scarce at sky-high prices. Hard wheat as grown in Minnesota, North and South Dakota, has only made on an average 8 bushels to the acre.

In the South here we have some crops that have made, on the contrary, abnormal outturns. Tremendous yields have been made in corn, in hay, in cane syrup and sugar, in rice, in peanuts, and in sweet potatoes. The outturn of these crops has been truly wonderful.

As regards cotton, outside of the boll weevil district, good crops of cotton on red lands have been made. A banker-farmer of this city actually made this year on 60 acres, 90 bales of cotton, which is 1½ bales to the acre, which he sold a day or so ago for \$135 per acre, and he has left yet to sell at least for \$35 per acre his cotton seed. This gives the absolute outturn on 60 acres within two miles of this city of \$170 per acre; and we must remember that cotton is not an intensive proposition.

I know numbers of farmers who have done fully as well. Some of these farmers are still holding their cotton for 20 cents per pound, in place of 18½ cents, the present price. I know tenants this year who have \$900 and \$1,000 in their pockets—ordinary, ignorant, negro tenants.

We have never had, so long as I can remember, any such crop as our corn has turned out to be this year. We must remember, too, that we had no potash this year and that our guano as used was simply half and half cotton seed meal and acid phosphate.

We are putting in now large amounts of mixed vetch and crimson clover in our cotton middles, and this will be turned under, for the double purpose of getting nitrogen and humus this next season.

The approach of the boll weevil to this immediate territory is a rapid one and in two years probably we will be infested. Our people are looking largely in the future to grains, such as oats, wheat and corn, and towards cattle raising. One man spoke to me the other day—a wealthy and intelligent man who has 6,000 acres within 25 miles of this city—he proposes to go almost entirely into cattle and into hogs. His proposition is ultimately to carry 4,000 hogs.

Of course, in the boll weevil section where they are not making more than one bale to four or six acres, times are not so prosperous and as flush as they are just around this city; but boll weevil or no boll weevil, we can practice diversified agriculture here better than in other sections of the United States, since we have seasons that admit two crops per annum, and because we have cheap lands, and because we have six or eight crop types available where the Middle West has only one. Only this past week a wealthy young fellow left \$250-per-acre land in Indiana and bought 1,200 acres within seven or eight miles of this city. I am not a real estate man, and I own no land. I simply give this data as an index of agricultural conditions around us.

Yours truly,

Augusta, Ga.

N. L. WILLET.

### GOOD RESULTS AND ORIGINAL INFORMATION

*Editor American Grain Trade:* Will you kindly discontinue our ad in your paper? We have received quite a number of inquiries on strength of this ad and believe you have a very good advertising medium. We like your paper first class and like to get the original information which it contains from issue to issue.

Yours truly,

MICHIGAN BEAN COMPANY.

Port Huron, Mich.

### PROPOSED INCREASE IN DEMURRAGE CHARGES

*Editor American Grain Trade:* We are advised that all carriers will publish, effective on or about December 1, 1916, an increase in demurrage charges as outlined below:

First—After the expiration of free time, \$2 for the first day; \$3 for the second day; \$4 for the third day; and \$5 for the fourth and each succeeding day.

Second—Under Rule 9, Average Agreement, the period during which the debits on a car may be cancelled by credits will be changed to 3 days instead of 5 days' detention.

Third—The "Weather" Rule (Rule 8, Section A) will be abolished.

All grain exchanges as well as the National Industrial Traffic League and shippers generally will petition the Interstate Commerce Commission and the various State Commissions to suspend the operation of these increases.

Yours truly,

J. S. BROWN,

Manager Transportation Department,  
Chicago, Ill. Chicago Board of Trade.

### MILWAUKEE NEWS

*Editor American Grain Trade:* The rate of interest on advances under the rules of the Chamber for the month of November is 6 per cent.

New corn has begun to arrive at the Milwaukee market. As a rule, it is dry and of very good quality.

The inspectors at Milwaukee have forwarded their applications for licenses to grade shelled corn under the Grain Standard Act. The inspection department has been notified that an examination of applicants for licenses as inspector will be held at the Federal Building, Milwaukee, Saturday, November 11, beginning at 1:00 P. M.

The plant of the Smith-Parry Company is nearing completion. One unusual feature of this plant will be a popcorn crib, 200 feet in length.

On Monday evening, October 30, Senator Robert M. La Follette spoke at the Auditorium, Milwaukee, on the subject of grain exchanges, in which he attacked them and their methods in the most violent language. The Board of Directors of the Milwaukee Chamber of Commerce has formulated a reply to this subject, which was given to the Sunday papers November 5.

Yours truly,

H. A. PLUMB,

Secretary Chamber of Commerce.  
Milwaukee, Wis.



## FIRES—CASUALTIES

Hawkins, Texas.—The feed store of Marvin Kruit was damaged by fire.

Campus, Ill.—A grain elevator located here burned on October 30.

Brockton, Mass.—Fire damaged the hay and grain store of Daniel Baker.

Longview, Texas.—Fire damaged the seed house owned by F. T. Roberts.

Kathryn, N. D.—The N. J. Olsen Elevator and coal sheds were burned.

McDade, La.—The seed house of A. F. McDade burned with loss of \$7,500.

Nevada, Iowa.—E. T. Erickson's grain elevator burned with loss of \$12,000.

Wood River, Neb.—The old Omaha Elevator was completely destroyed by fire.

Whiterock, Me.—The granary of the Whiterock Farmers' Union burned with \$3,000 losses.

Youngstown, Ohio.—Fire caused \$150,000 damages to the warehouse owned by Albert Buehrle.

Garden, Mich.—Fire damaged the hay sheds of Chas. Ewald, produce and hay dealer at Garden.

Harris, Sask.—With losses of \$40,000, the British-American Elevator here burned on November 3.

Galva, Iowa.—A portion of the Galva Union Elevator was burned during the last week of October.

Philadelphia, Pa.—Fire caused \$20,000 damages on hay and feed establishment of David McMullin.

Green Isle, Minn.—Fire destroyed the Pacific Elevator at this place. The origin of the fire is unknown.

Bemidji, Minn.—The warehouse of I. P. Batchelder, filled to capacity with hay, was destroyed by fire.

Lowder, Ill.—F. G. Sherburn and J. N. Hargrove lost their elevator by fire. Loss entailed amounted to \$12,000.

Little Indian, Ill.—The elevator owned and operated by R. G. Crum was burned to the ground, on October 26.

Seattle, Wash.—The hay and grain dock and the gravel bunkers of Galbraith, Bacon & Co., burned with \$120,000 loss.

Galveston, Texas.—A loss of \$17,000 was sustained by Davison & Co., when their grain and feed warehouse burned.

North Bend (near), Neb.—The elevator on Bay State Ranch, between North Bend and Rogers, was burned with losses of \$3,000.

Frankfort, Ky.—The building occupied by the O. N. Smith Feed & Produce Company at this place was burned with \$15,000 losses.

Amboy, Minn.—The elevator located here, which has been unused for a number of years, was destroyed by fire of unknown origin.

Gaylord, Minn.—The Pacific Elevator Company lost its elevator plant by fire on November 1. It is not known how the fire started.

Dexter, Kan.—One of the bins of the L. T. Schroeder Elevator burst recently, scattering its contents of 1,000 bushels of wheat.

Fort William, Ont.—John Faubert was smothered to death in a spout leading to a vessel in the harbor which was being loaded with grain.

Joplin, Mo.—On November 1, the elevator of the Hanna-Pate Grain Company burned, entailing \$12,000 losses. The elevator will be rebuilt.

St. Paul, Minn.—The old Omaha Elevator located here was totally consumed by fire, together with an old corn crib. The origin of the fire is not known.

Osceola, Neb.—The Farmers' Co-operative Elevator located at this point burned together with its contents on October 30. Loss amounted to \$75,000.

Allenville, Ill.—Fire destroyed the Jesse Tabor Elevator here. A total of 18,000 bushels of grain was also consumed. It is thought that the fire was of incendiary origin.

Dover, N. D.—Losses of about \$16,000 were sustained by T. H. Cousins when his elevator burned. The elevator contained about 10,000 bushels of wheat when it was destroyed.

Brooks, Iowa.—Slight damage was done to the elevator located here by fire. Chemical fire extinguishers were near at hand and with these the blaze was quickly extinguished.

Minneapolis, Minn.—Hjalmar Carlson, a workman in the plant of the Minneapolis Seed Company, received severe injuries when caught in the conveyor belt of the company's elevator.

Ridge Farm, Ill.—Two large corn cribs of Farmers' Elevator No. 2 were burned. The cribs were

empty at the time of the fire. They were built by W. F. Banta & Co. 15 years ago at a cost of \$6,500.

Winona, Minn.—What might have been a disastrous fire was averted by quick action, when the lean-to shed at the grain elevator here caught fire. As it was the fire was checked in time and a loss of but \$75 or \$100 incurred.

Thomas, Okla.—Fire of unknown origin destroyed the plant of the Thomas Milling Company, including the elevator, about 60,000 bushels wheat and 1,000 sacks of flour. The loss amounted to about \$250,000, fully covered by insurance.

Superior, Wis.—What threatened to become a disastrous fire started in the superintendent's office of the Great Northern Elevator "S" on November 2. The blaze was put out before it reached the elevator proper and caused about \$700 damages.

Prairie City, Ill.—The Dole Elevator was completely destroyed by fire on October 20. The fire had gained such headway when discovered that it was impossible to save the plant. The building

was insured and the grain partly covered by insurance.

Argyle, Minn.—Together with about 7,000 bushels of grain, the elevator owned and operated by F. E. Barsaloux was burned, incurring a loss of \$15,000. It is thought that an overheated box at the bottom of the leg started the fire. The plant will be rebuilt at once.

Tampa, Fla.—The feed and grain warehouse of C. H. Moorehouse burned with \$30,000 losses. The plant contained a large quantity of mill feeds, grain, mixed feeds, hay, etc. The fire doors prevented the spread of the blaze to grocery department. The loss on grain and feed department was fully covered by insurance.

Lagrange, Ind.—The Home Grain Company lost its elevator located here by fire on October 17. It is thought that the fire started from crossed wires. The loss amounted to about \$25,000, partially covered by insurance. At the time of the blaze the plant contained about 3,000 bushels of wheat, 2,500 pounds of wool and large quantity of corn and other grain.

Milwaukee, Wis.—On October 15, the elevator of the Milwaukee-Western Malt Company, containing about 500,000 bushels of malt and barley, was completely consumed by fire, the origin of which is not known. The building alone was valued at \$150,000. Shortly after the fire was discovered, an explosion took place which knocked out part of the north wall of the elevator. Albert Zinn is president of the company.

## OBITUARY

KONRAD.—August Konrad, a maltster at Hartford, Wis., passed away not long ago.

BENNETT.—Edw. Bennett, superintendent of the Canadian Government Elevator at Port Arthur, Ont., died.

ROOT.—Pneumonia caused the death of George E. Root, wheat trader for Thomson & McKinnon of Chicago, Ill.

HOOD.—Paralysis caused the death of H. H. Hood, head of the feed firm, F. A. Hood & Co., of Chattanooga, Tenn.

LEWIS.—Oscar Lewis, pioneer of Colorado and at one time dealer in hay and grain, passed away at the age of 81 years at Denver, Colo.

WOOD.—Clyde Wood was killed in the elevator of Baker-Crowell at Lenora, Kan., where he was employed. The cause of his death is not known.

NORRIS.—Chas. W. Norris, died at his home in Milwaukee, on October 12. He had been a member of the Milwaukee Chamber of Commerce since 1873.

WARD.—Paralysis caused the decease of William E. Ward, junior member of the firm Harper & Ward, local grain dealers at Des Moines, Iowa, at Perry, Iowa.

BURNAND.—Heart trouble caused the death of E. M. Burnand, an employee of the State Grain Inspection Department, at his home in Minneapolis, Minn.

CARR.—Richard A. Carr, a grain dealer of Maysville, Ky., succumbed after undergoing a surgical operation. His widow, one daughter and two sons survive him.

BECKETT.—Harry E. Beckett died suddenly on October 23 near Dayton, Wash. Mr. Beckett was formerly Colfax (Wash.) agent for the Kerr-Gifford Grain Company.

WINSLOW.—Heart failure caused the death of H. D. Winslow, for many years engaged in the mercantile business at Hutchinson, Kan., and lately manager of a grain company there.

RAILSBACK.—Aged 83 years, J. E. Railsback died at Minier, Ill. He started in the grain business at Minier in 1869 and has from that time on been engaged in the grain business.

CLEMENTS.—George Clements was shot dead by an Austrian, near Husavik, in the district between Lakes Winnipeg and Manitoba. Mr. Clements was a well-known grain buyer and real estate man of Winnipeg.

SCHROEDER.—Emil F. Schroeder was killed when the automobile which he was driving was struck by train near Crown Point, Ind. Mr. Schroeder was the owner of an elevator located near Hammond, Ind.

KASER.—Jacob Kaser met with a terrible death when he was burned in a fire which consumed a barn and three large granaries on his farm on October 29. Mr. Kaser was a well-known grain dealer of Kenton, Ohio.

MOORE.—James S. Moore, associated with C. H. Canby & Co., of Chicago, Ill., and for the last 35

years a member of the Chicago Board of Trade, passed away on October 13. He is survived by his widow, one son and one daughter.

BRYANT.—On October 24, Chas. G. Bryant, chairman of the Duluth branch of the Minnesota State Board of Grain Appeals, committed suicide in his offices in the Board of Trade Building, Duluth. It is thought that failing health was the motive.

OLSON.—At the age of 58 years, Nels Olson, president of the Johnson-Olson Grain Company, Minneapolis, Minn., and one of the pioneer members of the Chamber of Commerce, passed away at his residence on October 18. Mr. Olson recently retired from active business.

KRAMER.—Paralysis caused the death of William H. Kramer, a hay and grain merchant of Cincinnati, Ohio. Mr. Kramer was one of the active grain merchants in the Chamber of Commerce and had been engaged in the grain business for 26 years. He is survived by his widow and two sons.

HYDE.—William T. C. Hyde passed away at his home in Chicago, Ill., on October 31. Mr. Hyde came to Chicago in the early '80's from Iowa and joined the staff of the *Chicago Times*, which paper he served until its consolidation with the *Herald*, as board of trade reporter. He is survived by his widow.

HAZELHURST.—Andrew Hazelhurst, a veteran broker on the Chicago Board of Trade, died at a Chicago hospital on October 14, after undergoing two operations. He came to Chicago in 1886 from Baltimore and obtained a membership on the Board of Trade shortly afterwards. He leaves a widow and four children.

TINGLEY.—C. H. Tingley, president of the Ohio Grain Dealers' Association in 1887-1888, passed away from his residence at Columbus, Ohio. Up to the time of his retirement from the grain trade several years ago, Mr. Tingley was very active in association work, contributing freely his untiring and able efforts in the upbuilding of the grain trade and the advancement of association work in all relations to the trade; and, although suffering severe affliction through ill health during the years of his retirement from business, he did not lose his interest in the grain trade, but kept in close touch with its activities and with his friends of former years.

McALISTER.—James P. McAlister, senior member of the firm of Jas. P. McAlister & Co., of Columbus, Ohio, died on October 13 at the age of 73 years. Mr. McAlister was one of the pioneers of the grain trade of Ohio, having been engaged in the business at Columbus since 1865. He was a charter member of the Ohio Grain Dealers' Association and served as president of that organization during 1897-1898. His remains were laid away in Calvary Cemetery, October 16. E. W. Scott and J. W. McCord, of the grain trade, with four other lifelong friends, acted as pall bearers. His sons, Robert F. and James D., who were associated with him in business, will continue the business as heretofore.



# ASSOCIATIONS

## TEXAS ARBITRATION COMMITTEE

The Texas Grain Dealers Association has a new Arbitration Committee consisting of A. B. Cowan of Howe, chairman; Ben E. Clement of Waco; and R. I. Merrill of Fort Worth. The new committee met on October 25 at Fort Worth and disposed of a number of important cases.

## ARBITRATION COMMITTEES APPOINTED

President E. C. Eikenberry has appointed the following members on the two Arbitration Committees: Arbitration Committee No. 1: U. J. Sinclair, chairman, Ashland, Ill.; D. I. Van Ness, Chicago; E. C. Bear, Hicksville, Ohio. Arbitration Committee No. 2: Elmer Hutchinson, chairman, Arlington, Ind.; F. E. Barker, Hamilton, Ohio; John S. Green, Louisville, Ky.

Every member was chosen for his particular fitness for the work he will be called upon to perform, and the personnel is expected to satisfy every member of the Association.

## FARMERS' GRAIN DEALERS AT DECATUR

While the attendance of the Illinois Farmers' Grain Dealers Association was not as great as it has been, in many ways the meeting transcended in interest and importance any that have gone before. The list of speakers was a long and able one and contributions of great value were made.

The convention adopted resolutions favoring Government ownership of railroads as the only feasible remedy for car shortage and high freight rates; and urging that that two new members be added to the Interstate Commerce Commission "to attend to its increasingly important duties," and that the State Public Utilities Commission be given more authority in dealing with transportation problems. Members were urged to secure pledges from candidates for the legislature and for governor, take up the drawing of a new and up-to-date constitution, adequate to meet the needs of the state, and to revise the tax law. An amendment to the co-operative law was suggested, and women's suffrage was endorsed.

Officers were elected as follows: President, J. C. Saylor, Cissna Park; first vice-president, John Miller, Galva; second vice-president, George Brunskill, Pontiac; treasurer, Harry M. Wood, Delevan; H. Greigg, Oneida, and Herman Wernsing, Harvel, were elected directors. Galesburg was selected as the meeting place next year.

## NEW OHIO COMMITTEES

Secretary J. W. McCord of the Ohio Grain Dealers Association has announced the following standing committees for the coming year: Representing Affiliated Associations—E. T. Custenborder, Sidney, Ohio, Miami Valley Grain Dealers' Association; H. W. Fish, Marion, Ohio, Middle Ohio Grain Dealers' Association; Emery Thierwechter, Oak Harbor, Northwestern Ohio Millers and Grain Dealers Association; C. W. Lewisburg, the Buckeye Grain Association; D. R. Risser, Vaughnsville, Northwestern Ohio Grain & Hay Dealers, Producers & Shippers Association.

Arbitration—J. H. Motz, Brice; M. A. Silver, West Jefferson; Robert McAlister, Columbus.

Legislative—Charles E. Groce, Circleville; Fred Kile, Kileville; J. C. Minnich, Trotwood.

Membership—S. L. Rice, Metamora; W. C. Schroeder, Cygnet; O. M. Clark, Cable; H. L. Frisinger, Rockford; A. L. Garman, Delphos; J. L. Cruikshank, Fostoria; C. W. Crum, Mt. Sterling.

Board of Agriculture, Ohio Agriculture Experiment Station, Ohio State University—C. A. Powers, Genoa; C. O. Barnhouse, Agosta; K. D. Keilholtz, Toledo; Philip Horn, Monroeville; Raymond Grant, Grove City; R. W. Lenox, Richwood; Charles Ozias, Paulding.

Claim Bureau—A. H. Cratty, Columbus; Rea Chenoweth, London; Ed. Stritmatter, Portsmouth.

Traffic—H. L. Goemann, Mansfield; Mark Mennel, Toledo; Fred Rockwell, North Baltimore.

## HAY ASSOCIATION ACTIVITIES

In a bulletin under date of November 7, J. Vining Taylor, secretary of the National Hay Association, sent out a report on hay crop conditions throughout the country. He summarizes this report and adds other information as follows:

Conservatively, there are between eighty-six and eighty-seven millions of tons of hay in this country, so say nothing about the rough forage. Among this tonnage is a big per cent of hay that should not be marketed. My advice to shippers is to be careful of their grading, to load their cars uniformly and keep all hay, of which there is the least doubt, at home, and either feed it or throw it back on the fields. I would caution receivers to be careful in their advice to shippers as to market conditions so that there will not be a glut nor over supply, and also to see that the

shipper receives every dollar that is coming to him for the hay that is entrusted to them. If receivers and shippers would work closer together and have more confidence in each other, a lot of unpleasantness, misunderstanding and trouble would be avoided. We are all members of this Association, working for one cause, i. e., the benefit and betterment of the hay trade, but it cannot be done unless we work in perfect harmony—every man willing to do his part.

I enclose herewith for your information some news in reference to our old friend Bloomingdale, and also his co-worker, Sam Hellman or Hillman. There is no need of my commenting on this bulletin because it speaks for itself, with the exception of saying that if our members would keep us posted on firms who are

not on the square, or who are a bit shady in their dealings and operations, it would save some one a great many dollars during the year. This Association is what you are willing to help make it. The secretary is only your servant, ready and willing at all times to do your bidding. We should have the best organization on earth and of the best quality in the land. Are you doing your part to make it so?

We have now completed arrangements to handle all freight claims of our members through a Traffic Service Bureau. Of course there will be some charge to this, but the charge will not be exorbitant, but proportional to good service.

Birmingham, Ala., has adopted our grades, and their inspector is Mr. M. J. Kendrick. This man has not been approved by this Association, but is using National Association rules. Cairo, Ill., has also adopted our rules for grading.

As a matter of information, I beg to state that Cruikshank & Robinson, Columbus, Ohio, are still advertising themselves as members of our Association on their letterheads. This firm has not been a member since March 22, 1916.

Also, before opening up business with J. P. Temple, of Wilmington, N. C., write this office for information.

Increase our strength and help the cause along by sending in a new member—\$7.50 will pay membership to July 1, 1918.

# FIELD SEEDS

## EXPANDING A SEED BUSINESS

When the Illinois Seed Company of Chicago moved into its new plant at 349-369 East North Water Street, it was in response to an imperative demand for larger quarters to handle its expanding business. Not only is the storage greater and the elevating facilities vastly improved, but its location gives it unsurpassed means of rapid and economical handling of bulk seed in car lots. It is situated near the mouth of the main branch of the Chicago River where vessels can dock without delay or the confusion of the upper river. Private tracks with excellent switching facilities make possible very rapid handling of seed from cars, and its extensive

or more of live pure seed. This amendment is intended to keep out seed of low germination as well as seed containing large proportions of chaff. It is expected that the new regulations will go into effect about November 1, 1916.

## SEED NOTES

A seed house has been erected by J. C. Danielson at Lamoni, Iowa.

A new seed house has been completed at Bozeman, Mont., by the Wm. A. Davis Seed Company.

A specialty of seed corn is being made by the Edward Bartling Seed Company of Nebraska City, Neb.



NEW PLANT OF THE ILLINOIS SEED COMPANY, CHICAGO

floor space makes it possible to clean and store a far greater quantity of seed than ever before.

The feature of the new plant is the elevator which towers above the four stories of the warehouse. The elevator has several legs, the largest having a capacity of 3,000 bushels per hour and the smaller legs aggregating nearly twice as much. Distributing spouts carry the seed to storage, shipping or cleaning bins, as the case demands, the plan and method of handling being of the most complete and modern design. The cleaning and bagging machinery is of the most up-to-date character.

The Illinois Seed Company has made many friends and established relations of the greatest cordiality with its patrons and customers, and there can be no doubt but that its enlarged facilities will enable it to extend those relations and offer even better service than in the past.

## SEED IMPORTATION ACT AMENDED

The importation of seeds when adulterated or containing 3 per cent or more weed seeds, or when clover and alfalfa seed contains more than about 90 seeds of dodder per pound, is prohibited by the Seed Importation Act of August 24, 1912.

On August 11, 1916, this act was amended by including rye-grass and vetch seed in addition to those seeds enumerated in original act and by prohibiting importation of seeds which contain less than 65 per cent of pure live seeds, except that the seed of Kentucky blue grass and of the Canada blue grass may be imported when it contains 50 per cent

E. Rahrer has been succeeded in the seed and feed business at Ludington, Mich., by Hasse & Carsten.

A. J. Brown Seed Company has taken over the business of the Jones Seed Company at Grand Rapids, Mich.

Frederick W. Wagenfohr has purchased the William Quade Estate's seed store at Mt. Vernon, New York.

A new building is being put up by the Black Alfalfa Company of Chattanooga, Okla., to be used as a seed house.

H. E. Stevens and others have organized the Empire Seed Company of Schenectady, N. Y., capitalized with \$5,000.

Robert Black's half interest in "Black's Seeds" business at Albert Lea, Minn., has been purchased by Clarence Wedge.

A permit has been taken out by Northrup, King & Co., of Minneapolis, for a new \$265,000 seed elevator and warehouse.

The Roswell Seed Company of Roswell, N. M., has entered the seed business after being out of the trade for two years.

Capitalized with stock of \$15,000, the Stanley Feed, Seed and Building Material Company was organized at Sedalia, Mo.

Wood & Co., seed dealers, recently leased new quarters in Cleveland, Ohio. The seed concern will also build an elevator.



## NEW SEED HOUSE OF OLD CONCERN

The seed business of the country is now on a scientific basis. No longer is any old grain or seed good enough to sell for agricultural purposes. Now it must be clean, pure and with a high percentage of germination. Not alone the pure seed laws of the various states have been instrumental in bringing about this condition in the trade, but also modern business methods, which build for the future as well as the present, necessitate a quality-basis

The building is 65 by 100 feet on the ground plan, one story high and with a basement under the entire structure. The elevating and cleaning tower is 32 by 30 feet in area and three stories high. The tower is equipped with four of the largest size clipper cleaners, with a capacity of several carloads per day, elevators and cleaning and sorting bins. All of the machinery is operated by electricity, which is abundant and cheap.

Idaho is coming to the fore as a seed producing



NEW TWIN FALLS, IDAHO, PLANT OF THE COURTEEN SEED COMPANY

for all commodities. The seed business has felt the full force of the economic change and as a result the progressive houses are preparing to handle seed to meet the most exacting requirements.

In August of this year the Courteen Seed Company of Milwaukee, Wis., completed and put in operation its new seed plant at Twin Falls, Idaho.

state, red and white clover, alsike and alfalfa forming the greater part of its production so far. The plant expects to have plenty to do and is prepared to do it right under the able management of W. A. Lohr, who has been with the company both in the East and the West for many years. He took charge after the plant was turned over by F. W. Kellogg, vice-president, who went from Milwaukee to Twin Falls to superintend the building.

## Grain and Seeds

### SUNFLOWER SEEDS

Car lots and less.  
EBERTS GRAIN CO., Nabb, Ind.

### SUDAN GRASS SEED WANTED

Will buy carloads or less pure seed. State quantity you have and price wanted. TEXAS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

### SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

### FARM SEEDS WANTED

We are in the market and prepared to pay cash for any quantity of Timothy, Clovers, Timothy and Clovers mixed, also other field seed. Send us samples, description, state quantity you have and quote cash price per bushel f. o. b. your station. No lot too small or too large. HYDE SEED FARMS, Pattonsburg, Mo.

### WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

### FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogtail. Highest grades re-cleaned and tested. C. i. f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.



## SEEDS



### BUYERS AND SELLERS

Medium, mammoth  
Alsike, White Alfalfa, Timothy Grasses, etc.

MAIL SAMPLES      ASK FOR PRICES

### Milwaukee Seed Company

"The Live Clover House"



MILWAUKEE, WIS.



## RECEIVERS and SHIPPERS of

all kinds of grain and field seeds, mill products, hay, cotton seed and cotton seed products, sugar, rice and coffee.

Car Load Lots

**WHITE GRAIN COMPANY**  
LUFKIN, TEXAS

## N. L. WILLET SEED CO., Augusta, Ga.

Get Willet's Cotton Catalog and get Willet's Wholesale Bulletin on Southern Oats, Ryes, Vetches, Burr Clover and Natal Grass Sets. Large dealers in Cowpeas, Soy Beans and the various Velvet Beans.

WE BUY AND SELL

## Seeds

Write Us Your Needs

**SCHISLER-CORNELL SEED CO.**  
St. Louis, Mo.

## YOU CAN'T READ ALL

the market news. Get a summary of it once a week in our Weekly Review. Highlights of the week—facts, figures and factors—grouped for easy, quick reading and reference. Postal request starts it your way.

**SOUTHWORTH & CO.**

Grains      Seeds      Provisions  
**TOLEDO, OHIO**

## SEEDS Grain, Clover and Grass Seeds

**CHAS. E. PRUNTY**  
7, 9 and 11 South Main St.      SAINT LOUIS

## The ALBERT DICKINSON COMPANY

## GRASS SEEDS FIELD

To Meet Demands Of

**PURE SEED LAWS**

Chicago

Minneapolis



On November 22-23 a pure seed show is to be held at Oshkosh, Wis. Prizes are to be awarded for best exhibits of corn, barley, oats, wheat, rye, clover seed, timothy, alfalfa and potatoes.

The seed firm, Hart, Welles & Co., of Wethersfield, Conn., has been dissolved. J. Frank Welles has retired. In the future the business will be conducted as the Charles C. Hart Seed Company.

Capitalized with stock of \$25,000, the Vandiver Seed Company was incorporated to operate at Lavonia, Franklin County, Ga. S. E. Vandiver, James McDaniel and M. A. Maret are interested in the concern.

The Farmers' Grain & Seed Company of Lamoni, Iowa, has equipped its establishment with a new and modern seed cleaner. Other improvements are being made, and a new storage warehouse being built.

A. Howe is president, W. H. Spencer, vice-president, County Agent Underwood, secretary, and County Agent Valentine, treasurer of the new alfalfa seed growers' association formed in the vicinity of Pierre, S. D.

A number of Kentucky seed concerns have installed laboratory equipment for testing seed in their plants, as a result of the Kentucky Pure Seed Law passed September 23, which permitted seed dealers to make their own tests.

The Commerce Commission recently made repatriation on a shipment of sweet clover from Wheatland, Wyo., to Lincoln in the case of the Griswold Seed Company vs. C. & S. Ry. Company. The charges made were 80 cents per 100 pounds, whereas the Commission declares rate unreasonable to extent that it exceeded 72 cents per 100 pounds.

S. Trilling, of the firm of H. Trilling, seed merchant, at 1228 Arthington Street, Chicago, Ill., reports paying \$2.88 per bushel for 56-pound flax seed, the highest price on record. They are quoting the meal at \$125 per ton against \$50 per ton about a year and a half ago.

Tests are to be made at the Federal Seed Laboratory and also at many state university seed laboratories of alfalfa seeds and other seeds for purity and germination free of charge. Samples may be sent to Seed Department, United States Department of Agriculture, Washington, D. C. The name and address of seller, year and place of growth, price paid and name and address of sender should accompany samples.

#### WHY THE HIGH PRICES?

A great many of our people profess great difficulty in understanding why the present price of foodstuffs, and particularly grain, is so high. A glance at the report of the International Institute of Agriculture at Rome, Italy, shows cause enough, even with the abnormal conditions brought about by the war left out of consideration. The report shows:

Wheat in Rumania as 78,521,000 bushels, or 87.5 per cent of last year's crop, and 89.4 per cent of a five-year average; in European Russia (48 governments) as 595,429,000 bushels, or 79.8 per cent of last year's crop, and 95.3 per cent of a five-year average; in Egypt, as 36,544,000 bushels, or 93.3 per cent of last year's crop, and 105.0 per cent of a five-year average; and the total production of wheat in Rumania, European Russia (48 governments), Egypt, Spain, England, Wales, Ireland, Italy, Norway, Netherlands, Switzerland, India, Japan and Tunis is given as 2,225,541,000 bushels, or 72.5 per cent of last year's crop, and 92.7 per cent of a five-year average.

The production of rye in European Russia (48 governments) is given as 840,736,000 bushels, or 94.1 per cent of last year's crop, and 115.6 per cent of a five-year average; and the total production of rye in Spain, Ireland, Italy, Norway, Netherlands, European Russia, Switzerland, Canada and the United States as 936,952,000 bushels, or 94.4 per cent of last year's crop, and 114.8 per cent of a five-year average.

The production of barley in Rumania is given as 30,039,000 bushels, or 103.5 per cent of last year's crop, and 120.2 per cent of a five-year average; in European Russia (48 governments), as 442,391,000 bushels, or 93 per cent of last year's crop, and 105.9 per cent of a five-year average; in Egypt, as 13,183,000 bushels, or 95.9 per cent of last year's crop, and 112.1 per cent of a five-year average; and the total production of barley in Spain, England, Wales, Ireland, Italy, Norway, Netherlands, Rumania, European Russia, Switzerland, Canada, United States, Japan, Egypt and Tunis is given as 964,229,000 bushels, or 90.5 per cent of last year's crop and 103.2 per cent of a five-year average.

The production of oats in Rumania is given as 28,935,000 bushels, or 96.7 per cent of last year's crop, and 99.6 per cent of a five-year average; in European Russia (48 governments), as 870,328,000 bushels, or 95.8 per cent of last year's crop, and 104.6 per cent of a five-year average; and the total production of oats in Rumania, European Russia (48 governments), Spain, England, Wales, Ireland, Italy, Norway, Netherlands, Switzerland, United States and Tunis is given as 2,744,833,000 bushels, or 82.9 per cent of last year's crop, and 105.3 per cent of a five-year average.

The production of corn in Italy is given as 78,738,000 bushels, or 64.6 per cent of last year's crop; and 78.5 per cent of a five-year average; and in European Russia (48 governments), as 71,990,000 bushels, or 91.7 per cent of last year's crop, and 102.5 per cent of a five-year average.

A PETITION has been presented to the imperial chancellor of Germany to make a rule whereby beer may be served only on presentation of a bread card. A liter of beer would be equal to 220 grams of bread, the daily ration.

## HAY, STRAW AND FEED

W. E. Draper will deal in feed and coal at Wayne, Ill.

A feed store has been opened up at Miami, Okla., by E. D. Morris.

F. E. Worthley will open a new feed store at Washington, Vt.

G. A. Mayo & Son of Huntsville, Mo., have opened up a new feed store.

The Fredonia Feed & Ice Company of Fredonia, N. Y., has been dissolved.

Lipsey & McMillen will conduct a feed and flour business at Fredonia, Kan.

J. E. Gum, feed dealer at Green City, Mo., is succeeded by E. P. Moore.

Brunjes' feed business at Stover, Mo., has been purchased by Herman Albers.

E. R. Hoyle has made improvements on his feed store located at Dwight, Kan.

B. H. Dickens sold his feed business located at McKinney, Texas, to D. Meador.

J. S. Weller has disposed of his Palmyra, Ill., feed business to James Crossan.

A large hay shed has been erected at Maplewood, Wis., by Forland & Samuelson.

Henry Hatch is now engaged in the feed and poultry business at Athens, Ohio.

B. O. Austin is succeeded in the feed business at Carrollton, Mo., by S. T. Harding.

The feed store of J. T. Foster at La Harpe, Kan., has been purchased by C. T. Harris.

W. C. Vess will open a new feed store at Old Fort, N. C., as the Marion Cash Feed Store.

A feed and flour store has been established at Huntsville, Mo., by Joe T. Schmits.

A feed warehouse is to be erected at Clinton, Mo., by G. R. Lingle, a feed dealer.

The feed establishment at Kulpville, Pa., has been taken over by Chas. T. Hedrick.

Improvements have been made by Geo. Long on his feed establishment at Bushnell, Ill.

L. P. Waterman has started a new feed, fuel and poultry supply business at Sawtelle, Cal.

The Hawkeye Flour & Feed Company of Clinton, Iowa, will move into larger headquarters.

John Krupp has sold his interest in the feed store at Stoughton, Wis., to Fritz Scheldrup.

A hay barn of concrete mill construction is to be erected by G. A. Todd at Oklahoma City, Okla.

Davison & Co., feed, hay, grain and coal dealers, are occupying new quarters at Galveston, Texas.

An addition, to be used to store feed, has been built to the B. & O. Elevator at Kimmell, Ind.

F. E. Painter has taken over J. H. Brown & Son's feed and flour business at Mt. Pleasant, Pa.

H. A. Richardson has disposed of his feed and flour business at Savonburg, Kan., to W. H. Roberts.

The feed and flour business of G. W. Conant at Adel, Iowa, has been purchased by R. J. Woodyard.

M. Heckman has disposed of his feed and flour business located at Elderton, Pa., to M. T. Schall.

The I. C. Campbell Flour & Feed Store at Moose Lake, Minn., has been taken over by John F. Hynes.

Peck Bros. have leased A. F. Schwartz's warehouse at Spring Green, Wis., and will conduct a feed, salt, etc., business there.

A modern two-story building is to be built by the Consumers' Fuel & Feed Company of Galesburg, Ill.

The Speltz Grain & Coal Company of Ellendale, Minn., has built a new feed and flour house, 30x18 feet.

Capitalized with \$40,000, John J. White Company was organized to deal in hay and grain at Boston, Mass.

H. C. Puffer has bought the grain and feed business of Edward A. Kellogg & Sons at Springfield, Mass.

L. L. Maxham's feed and flour business at Weyerhauser, Wis., has been taken over by W. B. Anderson.

Hall & Salisbury of Rio, Wis., will deal in feed, beans, grass seed, etc., in addition to their produce business.

The Fairmont Grain & Milling Company will engage in a feed and flour business at Fairmont, W. Va. The company is capitalized with stock of \$60,000. A. M. Rowe, J. F. Hare, G. H. Jackson, J. J. Mulvehill and A. J. Colburn are interested.

J. G. Fiske will carry on a feed business at Jet, Okla.

A new feed house is being established by the Necla Elevator Company of North Henderson, Ill.

B. J. Buchal has purchased the feed and flour business of the Nellis-Lampher Company at Copenhagen, N. Y.

The organization of the Orchard Produce Company of Concord, N. C., has been completed. The company will conduct a wholesale feed, grain, and produce business.

The Northwestern Association of Montrose, Pa., was recently formed by about 50 retail feed dealers in that territory. L. McLean Wilson was appointed temporary chairman.

Amos Detwiller has taken over his partner's interest in the feed firm, Detwiller & Yoder, West Liberty, Ohio.

C. H. Rice's feed and flour business at Hamden, Ohio, has been taken over by Jos. Howell and Chester Burns.

The Goad Bros. have bought the wholesale and retail hay and grain business conducted at Ringling, Okla., by White & Erdwurm.

The interest of Wm. Crews in Crews & Jordan, dealers in hay, feed and seeds at Fayette, Mo., has been taken over by Walter N. Geery.

Chas. W. Coffee & Co. will operate a feed and grain business at Salem, Ohio, which was formerly operated by the Satterthwait Bros.

Work has been started on the building at Parsons, Kan., to be occupied by W. L. Sprague & Co., in their feed, grain and coal business.

Chas. H. Rice recently disposed of his feed store located at McArthur, Ohio, to Joseph Howell and Chester Burns.

A feed and flour business is to be conducted at Mound City, Mo., by a stock company organized by W. Ray Hill.

Harvey Bros., hay dealers at Harveyville, Kan., have dissolved partnership. W. W. Harvey will operate in the future.

V. Monet and Mr. Lemoine have entered into a partnership to conduct a feed and milling business at Walnut Creek, Cal.

Hill & Abbott of Clarinda, Iowa, have taken over W. Ward's feed business and will operate as the Clarinda Feed & Transfer Company.

Wilson & Son of Russellville, Ky., have sold out their grocery and produce business but will continue their feed and seed department.

The Dickey Feed Company, H. E. Dickey, manager, has opened a new feed store at Murphy, N. C., and will carry a complete line of feeds.

A permit has been taken out by S. Torrotsky of Minneapolis, Minn., to erect a new frame building, in which he will conduct a feed business.

Dunner Bros., who have conducted a feed and flour business at Milwaukee, Wis., for 36 years, have announced that they will discontinue business in the near future.

The feed elevator of C. A. Aikman, located at North Eldorado, Kan., has been leased by John B. Presson. He is building a warehouse there also.

Morrison & McIntyre, hay and grain dealers of Seattle, Wash., have reorganized as the Seattle Hay & Grain Company. C. A. Morrison has withdrawn from the corporation.

Discussion is under way by members of the new Omaha Hay Exchange relative to the location of new trackage facilities in the north end of Omaha, near the present hay market. The railroads have announced their intention of giving hearty co-operation to the building up of the new Exchange and it is expected that some radical changes will be made in trackage facilities, etc.

#### ST. LOUIS HAY MARKET

Toberman, Mackey & Co., hay and grain merchants of St. Louis, Mo., report for the week ending November 13: The arrivals of hay here the past week have been light, and especially a light run of good stuff. The market is firm, with a good demand for all good timothy, light and heavy mixed and clover. The medium and lower grades are just about steady, with only a fair demand. Good hay, in our opinion, will continue strong throughout the month.

The alfalfa market remains unchanged. Practically all grades are in good demand, and especially the good stuff. Choice prairie in good demand at good prices, but medium and lower grades quiet and hard to place.



## IRELAND'S HAY CROP

Official reports from Belfast, Ireland, give the following figures regarding the 1916 hay crop of the Emerald Isle: First year hay, 1,077,580 tons from 496,186 acres; second and third year hay, 751,075 tons from 374,080 acres; permanent meadow, 3,496,777 tons of hay from 535,981 acres. In 1915 the figures were: First year hay, 1,010,854 tons from 525,890 acres; second and third year hay, 684,606 tons from 382,968 acres; permanent meadow, 3,401,312 tons from 1,587,071 acres.

## HAY HAULING ECONOMY

Farmers, hay and feed dealers, and in fact all classes of merchants who have hauling to do, have come to recognize the efficiency of the motor truck as compared with team service. The comparisons, even with registered truck capacity, is greatly in favor of trucks, but when overload is taken into consideration the auto truck is in a class by itself. This was well illustrated recently by A. M. Barnard of Sawtelle, Cal., who had a rush order on some hay which was curing on his ranch near Los Angeles.

In filling this order Mr. Barnard made two trips in his 3½-ton truck. The illustration shows the first load of 62 bales, having a total weight of 11,120 pounds. This load was not only pulled out of the soft field, but was taken over a grade varying from 5 to 10 per cent. The truck ran on second speed in the field and on high speed on the grades. The



TRUCK ON CALIFORNIA RANCH HAULING 62 BALES OF HAY total weight of truck and load was about 20,000 pounds.

The two trips were completed at 6:30 p. m. and then the truck was again loaded with 56 crates of cantaloups and 39 boxes of corn and was hauled to the Los Angeles market. It would require only a little figuring to compare this service with that of many teams.

## OMAHA SETS HAY RULES

The Omaha Hay Exchange, which was organized last year, is now incorporated and has issued a pamphlet containing its Articles of Incorporation, Constitution and By-Laws and Trading Rules. While the first and second items are, of course, important to the members of the Exchange, by far the most interesting feature to the trade at large is the Trading Rules. In the main these rules conform to those which have been in use in the Kansas City market for many years and have been found to be thoroughly satisfactory. There is a little difference in commission charges, however, the Omaha market establishing a minimum charge of \$7.50 per car for sales of both incoming and outgoing hay, straw and alfalfa. A limit of 60 per cent of car value is also placed on drafts against shipments and a five-day limit on claims is made. The terms will be found wholly satisfactory to the trade of the Northwest and the Omaha market will afford a great convenience to shippers north of the Kansas City territory.

## NEW HAY EXCHANGE ORGANIZED

Hay dealers of St. Joseph, Mo., have formed a new exchange, which, it is expected, will do much to enlarge the hay market in that city. Twenty memberships at \$50 each have been purchased and when 25 is reached the fee will be advanced to \$100. The officers are: President, Charles P. Wolverton, Grain Belt Mills; vice-president, Vincent Gilpin, T. P. Gordon Commission Company; secretary, Edw. M. Loutch, J. L. Frederick Grain Company; treasurer, Smith A. Penney, Penney & Penney. The Board of Directors includes: August Frenzel, Frenzel Commission Company; C. A. Geiger, Geiger Grain Company; C. T. Schreiber, Schreiber Hay & Grain Company; M. F. Fogerty, Fogerty & Kneib; and John W. Dailey, J. L. Frederick Grain Company. Charter members are Charles P. Wolverton, Smith A. Penney, H. L. Dannen, August Frenzel, A. J. Brunswig, Jr., Fred Frederick, Charles A. Geiger, W. M. Geiger, William Schofstaal, J. W. Craver, J. D. McKee, W. J. Schneider, Allen Fletcher, B. W. Neidorff, Vincent Gilpin, C. T. Schreiber, M. F. Fogerty, John W. Dailey, Edward M. Loutch and G. W. Carter.

The headquarters of the new organization are at 1014 Corby-Forsee Building, St. Joseph, Mo.

The Exchange will employ an experienced and competent inspector, one who is familiar with hay inspection systems of other cities and one who can be relied upon in judging hay and alfalfa. Committees have been appointed to draw up by-laws, and as soon as the inspector has been chosen an office will be established and active operations started.

## HAY ASSOCIATION'S ANNUAL REPORT

The annual report of the National Hay Association, which was issued last month, is a volume showing the customary care and good taste of Secretary J. Vining Taylor, who is responsible for it. It reflects war times in the lighter weight paper that is used, but the type is clear and the greater flexibility of the volume has its advantages. Besides the complete report of the annual meeting at Cedar Point, the book contains much valuable information in regard to hay statistics and firms who will bear investigation, and other matter.

One feature of the book is worthy of note because so few association publications have it, and that is a complete alphabetical list of the membership by states. Such a list is often of inestimable benefit and saves much time where it is desired to locate a certain firm.

## TRANSPORTATION NOTES

The proposed changes of the Western railroads in regulations and practices governing grain shipments in transit have been abandoned by them.

Protest has been filed by the New York Produce Exchange with the Interstate Commerce Commission against the proposed increase in export rate on grain from lake ports.

The embargo of the Baltimore & Ohio Railroad on grain for export has been raised, although it retains the embargo on all domestic grain with the exception of corn for track delivery.

It may be that the Great Lakes Transit Corporation may discontinue its service to Milwaukee, Wis. This action, it is stated, is the outgrowth of failure to obtain through rates from roads terminating at Chicago.

The Illinois Central has made new demurrage rates on all stations on the I. C., and Y. & M. V. south of the Ohio River, effective on December 1, 48 hours free time; \$2 for first day; \$3, second; \$4, third; \$5, fourth and each succeeding day.

The Northwestern Steamship Company will be given a hearing before the Interstate Commerce Commission on November 27 in connection with its refusal to absorb local dockage charges. The Duluth Commercial Club made the complaint.

A traffic embargo now exists between Northwestern and Milwaukee roads. This is result of the Northwestern's refusal to accept consignment orders for delivery of grain to Milwaukee road, in retaliation for similar order put into effect by the latter.

The Memphis (Tenn.) Merchants' Exchange has made a complaint to the Interstate Commerce Commission regarding the proposed cancellation of the Iron Mountain Railway's through rates on grain from southeast Missouri to Mississippi Valley points.

The rule which the Burlington Railroad has enforced, providing for deduction of one-eighth of 1 per cent on small grain and one-fourth of 1 per cent on corn when settling with shippers for loss due to shrinkage in transit, has been cancelled by the State Railway Commission of Nebraska.

The proposal of the Pennsylvania and Pittsburgh, Cincinnati, St. Louis & Chicago Railroads, to increase rates on export grain from 12.2 cents to 13.8 cents per 100 pounds from Chicago to Newport News and Norfolk, Va., has been suspended by the Interstate Commerce Commission until February 12.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS  
FOR SALE

Two good country elevators in Nebraska on the Union Pacific Railroad, located in wheat and corn belt. If you are looking for a location, either place is a fine chance to make money. N. L., Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

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LOCATION—	STATE—	CAPACITY—
Perkins	Iowa	18,000
Hinton	Iowa	22,000
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Sioux Center	Iowa	20,000
Garretson	South Dakota	22,000
Sherman	South Dakota	40,000

These points will warrant careful investigation. Correspond with us. THORPE ELEVATOR CO., 1108 First National-Soo Building, Minneapolis, Minn.

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Best elevator site in Texas for sale. Five acres on tracks of four railroad systems in this manufacturing, mill and grain center. R. L. CARUTHERS, Sherman, Texas.

Miscellaneous  
Notices

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## FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

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Boss Car Loader (Old Style), \$20 f. o. b. cars Hicksville. BEAR GRAIN CO., Hicksville, Ohio.

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Second-hand 20-horsepower Jewell Automatic Steam Engine. Good condition. \$75 f. o. b. cars Hicksville, Ohio. BEAR GRAIN CO., Hicksville, Ohio.

## BAGS

## FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

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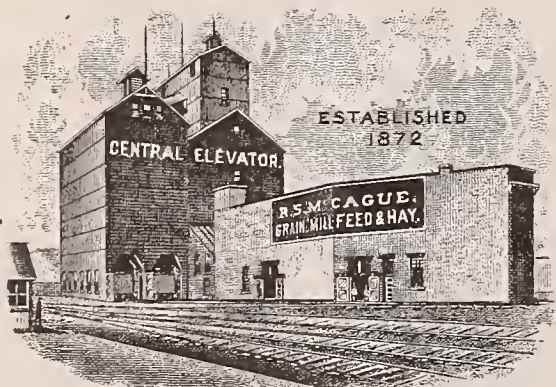
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Graham & Martin Grain Co., rec. exclus.\*†  
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Mullally Commission Co., Martin, com. merc.\*†  
Nanson Commission Co., receivers, shippers.\*†  
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Schisler-Corneli Seed Co., seeds.  
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Southworth & Co., grain and seeds.\*†  
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Young Grain Co., grain and seeds.\*†  
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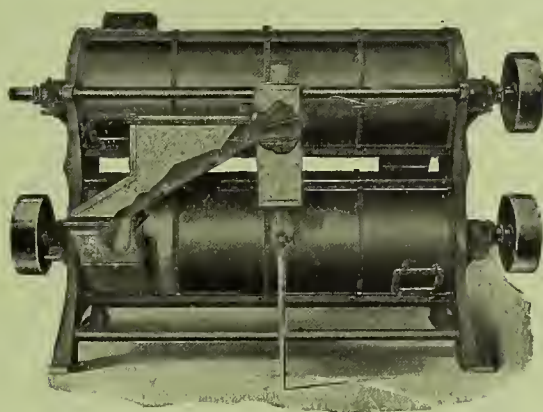
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*Let the Wolf-Dawson Wheat Washer and Dryer help solve your problem..*

Past experiences have taught you that



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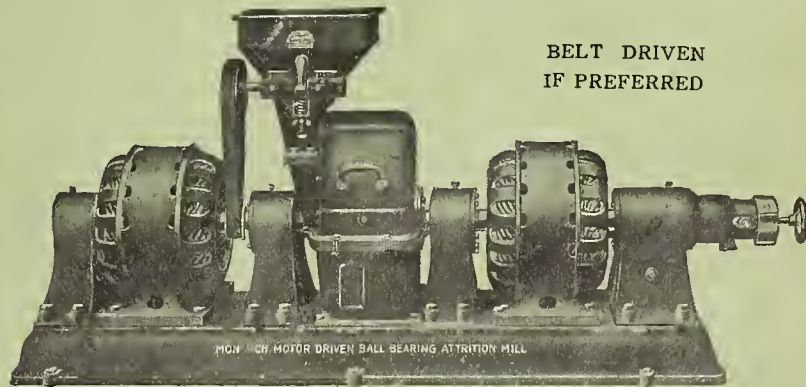
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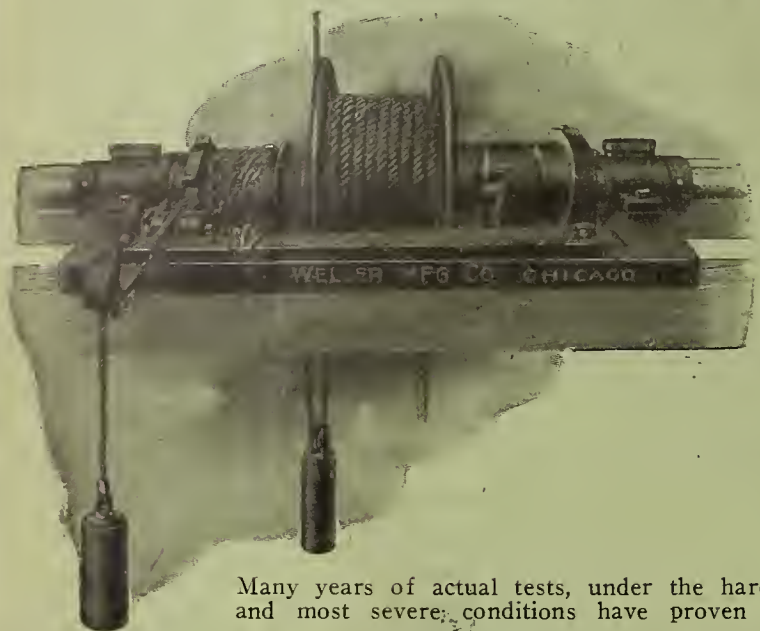


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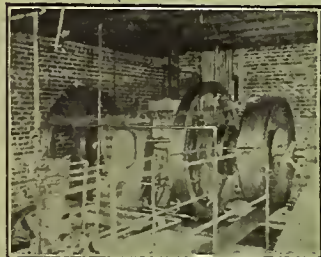
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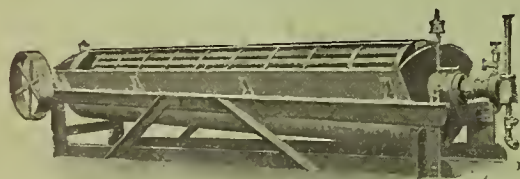
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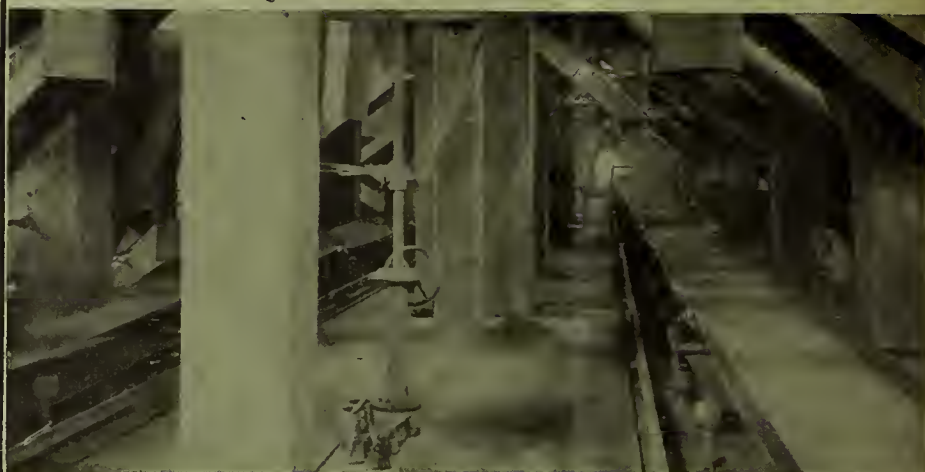
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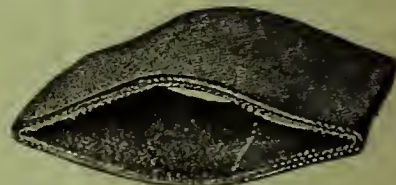
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